

THE NATIONAL PROVISIONER

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PENNSYLVANIA BILL BECOMES A LAW.

The much-debated Pennsylvania food law has been signed by Governor Stuart. The significant portion of it is the permission to use benzoate of soda. Salt, vinegar, spices and wood smoke are also permitted, but nitrates, under which head saltpeter would come, are barred. Misbranding is also legislated against. The law in no way revises the former oleomargarine laws.

PACKING PLANT FOR OKLAHOMA.

The El Reno Packing and Producing Company has just been incorporated under the laws of Oklahoma with a capitalization of \$500,000. The incorporators are B. S. Cusey, Edward Butterworth, John Tippet, E. Blake, of El Reno, and C. G. Horner, of Guthrie, Okla.

The company proposes to build a plant two miles east of El Reno that will cost \$150,000 and will have a guaranteed operating capacity of 500 hogs and 200 cattle daily, and a possible capacity many times larger. It will engage in a general packing business, manufacturing by-products, including glue and fertilizer, and a cottonseed oil refinery with a capacity of five tank cars a week. Work is to begin on the plant by June 1 and it is to be completed by Oct. 1.

NEW BUFFALO STOCK YARDS.

Complete plans and figures have been prepared for the proposed yards of the Farmers' and Drovers' Stock Company at Buffalo, N. Y., and it is expected that the work of building them will commence shortly. Last week contracts were let for the surveying of the ground, and other contracts are in course of preparation. The boundaries for the new yards will be Broadway, Violet avenue, Ludwig and William streets, taking in 146 acres of land. On the corner of Broadway and Violet avenue it has been decided to build a seven-story hotel and office building and to establish a bank.

In the yards there will be 940 pens for cattle, hogs and sheep, and stable barns for 300 horses. The capacity of the new yards will be 125,000 head of cattle a day.

The officers of the Farmers' and Drovers' Stock Yards Company are: Thomas L. Hisgen, president; Henri Dorgeloh, first vice-president; Robert H. Kyle, second vice-president; R. J. Southwell, secretary, and Henry J. Dorgeloh, treasurer.

FRENCH SLANDER COTTON OIL

But Experts Refute Ridiculous Charge Against It

Not satisfied with attempting to increase the duty imposed on American cottonseed oil imported into France, the French enemies of American industries who control the French tariff commission have now spread abroad the ridiculous charge that cottonseed oil is injurious to health!

This absurd claim might have had effect years ago, but it is difficult to see how at this day, even in France, such a statement can find any believers. If there was ever a pure, wholesome, healthful vegetable product it is the refined oil pressed from the cotton seed. The French charge of unhealthfulness is made manifestly for political effect in France, but cottonseed oil is so widely used and so well known there that it will hardly require a refutation of the slander.

Yet it is refuted by the evidence of experts of the United States Government, and will be by the results of tests made by any expert anywhere in the world who will tell the truth as to the results he obtains from his experiments and analyses.

Special Agent Julien L. Brode reports from Marseilles that M. Plinchon, a member of the French tariff commission, declared publicly at a meeting of the commission that cottonseed oil was injurious to the health and destroyed the abdominal tissues. Owing to this allegation it was proposed by deputies from Marseilles and Havre, two points at which cottonseed oil is largely handled, to solicit M. Achille Muntz, of Paris, a member of the Institute of France and a recognized authority, to make a test of cottonseed oil with a view to having its wholesomeness authoritatively determined before the schedule of the pending tariff bill on cottonseed oil is accepted.

In view of the statement above alluded to the Bureau of Chemistry, Department of Agriculture, was requested by Mr. B. F. Taylor, chairman of the bureau of publicity, Interstate Cottonseed Crushers' Association, to make a statement in regard to the matter. In reply thereto Dr. H. W. Wiley, chief of the bureau, says:

Tests Showing Digestibility and Wholesomeness.

Work has been done in this bureau (Chemistry) on that question, but Bulletin 115 of the Maine Agricultural Experiment Station gives the digestibility of fat in (a) very

high-grade cottonseed meal, 100 per cent.; (b) dark color cottonseed meal, 97 per cent.; (c) medium grade cottonseed meal, 94.6 per cent.; (d) low grade cottonseed meal, 90.1 per cent.

In Bulletin 28 of the Pennsylvania Agricultural Experiment Station the digestibility of fat in cottonseed meal is given as 97 per cent., while the Massachusetts Agricultural Experiment Station Report of 1897 the digestibility of fat in cottonseed meal is given as 98 per cent. The Arkansas Agricultural Experiment Station Bulletin 78 records experiments with mice and guinea pigs, in which the mice were fed a mixture of flour, water and oil, all baked together, and the same mixture, together with bran in a raw condition, was fed to guinea pigs. The following results were obtained regarding the digestibility of the oil:

	Per cent. of digestibility.	Guinea Mice.	pigs.
Lard:			
Home rendered	96.8		
Home rendered, 27° C.		88.8	
Home rendered, 37° C.		73.9	
Beef suet, 45° C.		73.7	
Refined cotton oil:			
Light	96.2		
Heavy		90.5	
Olive oil	97.7		
Peanut oil		85.8	
Corn oil		86.5	
Crude cotton oil	97		

K. Lendrich (Zt. Unter Nahr. Genuss 15, 326) injected cottonseed oil in rabbits and the results showed no disturbances whatever on their well-being, and, further, the oil was quickly absorbed.

Dr. Crawford, of the Bureau of Animal Industry, makes the statement from his unpublished researches, that his "experiments point to the fact that purified cottonseed oil is no more injurious than olive oil or cod liver oil."

NEW PLANT AT OKLAHOMA CITY.

It is reported that Morris & Company have closed a deal involving an investment of between \$3,000,000 and \$5,000,000 for the erection of a packing plant at Oklahoma City, Okla. The plant will have a capacity of 1,600 cattle, 2,500 hogs and 1,500 sheep per day and between 1,600 and 1,700 men will be employed. It is said that preliminary arrangements for the construction of the plant will begin at once. With such a plant in that section, the livestock industry of the State will be changed materially, as now all cattle slaughtered go to Kansas City and hogs to Fort Worth, Tex.

INTER-STATE COTTONSEED CRUSHERS

Another Big Annual Meeting Held at Memphis—Record Attendance and Business Transacted of Great Importance—Entertainment Features Noteworthy

(Special Staff Correspondence by Telegraph.)

Memphis, Tenn., May 20.—Much knowledge of practical value will be gained by those who attended and those in the industry at large who will take the time to read and digest this report of the proceedings of the Thirteenth Annual Convention of the Inter-State Cotton Seed Crushers' Association, held at Memphis this week. It was by far the most successful of any in the history of the association. It was a meeting that was indeed worth while.

The programme was long, some thought it altogether too long, but there was not an item on it that was not of the most practical value to those in the cottonseed products industry. The subjects were discussed each by an authority in its class, and were handled with the utmost intelligence and in a style distinguished for practical common sense. Aside from the enthusing addresses of welcome and responses, there was no hifalutin talk. It was all plain and very much to the point, and if crushers and refiners and others in the industry did not benefit by it, it was because they did not listen. If there were such they may regain the lost opportunity by taking home this official report of the proceedings and digesting it carefully. A good deal of it should mean dollars and cents to them.

There were a dozen or more valuable addresses on various practical topics on the programme. The cottonseed meal end of the industry was given a generous share of the attention which it deserves in view of its immense possibilities, up to this time neglected in many sections of the cotton States. Methods of sampling and analysis, etc., were discussed, and necessary business reforms urged. One of the most powerful appeals of the convention was that of President Soule of the Georgia State Agricultural College, who showed the immense money value to the South of the use of cottonseed meal in building up her animal industries. Dr. Soule's talk made a deep impression.

There was a distinct politico-economic phase to the meeting. The tariff was a burning topic. Not only was it treated from the general standpoint of the necessity of proper governmental protection for our export trade, in the way of a maximum and minimum tariff provision, but specific duties which affect more directly the crushers' pocketbook, were heatedly discussed.

The association, by resolution, demanded free oleo stearine for its friends, the compound lard manufacturers, and it was announced that Senator Aldrich had promised to give it to them. The correspondence and briefs embodied in the record on this point make very interesting reading.

The association also demanded free camels' hair press cloth for its oil presses. This subject is a tender one in association circles, since some of its members are not only oil millers but press cloth manufacturers as well.

The situation at this time was made more delicate by the fact that a press cloth manufacturer was a leading candidate for office in the association. The opposition to him saw an opportunity to "smoke him out" on this press cloth duty question, but he showed political sagacity and readiness and incidentally caused much entertainment to the delegates by instantly seconding the resolution in favor of free press cloth, and followed that by an offer to sell his press cloth mill to the association and subscribe to stock in a company which it was suggested should be formed to make press cloth for the mills.



AARON D. ALLEN,
Little Rock, Ark.
President-elect of the Association.

under their own management. While discussion of these topics enlivened the convention proceedings, the general treatment of the tariff question by Mr. John Aspegren in his address perhaps stirred it the more deeply. Mr. Aspegren showed how foreign consumption of our products had fallen off and told of the rapidly growing foreign competition in substitutes for our oil and other cottonseed products. Under present conditions we cannot compete with them because of three things—high duty on press cloth, high duty on caustic soda, and last and chiefest, tariff discrimination by foreign nations against our products and our own lack of adequate tariff and treaty legislation which would enable us to protect ourselves by threatening retaliation. Mr. Aspegren's address was the clearest, most concise and most effective discussion of this vital topic ever put before the cottonseed products trade.

Thus the sessions of the convention were full of value to the industry. The oleomargarine question came up again, and was ably handled by a leading authority, Mr. Southwick of St. Louis, and resolutions were adopted demanding the repeal of the iniquitous Federal oleomargarine law. Other matters of similar importance were likewise treated, and the oil men went home feeling that they had received full value, and more, for their expenditure of time and money in attending.

The social features of the meeting, as is always the case in the South, were a distinct success. Memphis was a lavish and, as always, a delightful host. Chairman Jordon of the arrangement committee and Chairman Brode of the entertainment committee, with their able helpers, left out nothing which might contribute to the comfort, pleasure and profit of the visitors.

The meetings were held at the Tri-State Fair Grounds, where luncheon a la Fourchette was served each day and where a marvellous old-fashioned barbecue "with modern trimmings" was prepared on the last day for the guests. Theatre parties, automobile tours and various other pleasurable items were on this programme.

The ladies were entertained with special attention, a committee of Memphis women proving charming hostesses and chaperones.

Memphis has grown in size and beauty since the oil men last met there, but in hospitality her reputation was long ago set so high as to be difficult of excelling. President Parrish, himself a Memphian, has reason to be proud of his home as well as of his administration in office during the past year.

The newly elected officers of the association are men of intelligence and enthusiasm for the cause, as were their predecessors, and promise to keep the organization moving along at a steady pace in the advancement of the interests of the cottonseed products industry.

Little Rock, the home of President-elect Allen, and Montgomery, the headquarters of the Alabamians, are competitors for the honor of entertaining the next convention. Either of them to beat the record of Memphis will have to "go some."

FIRST DAY

Tuesday, May 18, 1909.

The Convention was called to order at 10:45 a. m. by Mr. C. D. Jordon, chairman of local Committee of Arrangements.

MR. JORDON: The Convention will please come to order. We will have the invocation by Doctor Winchester.

Invocation.

REV. JAS. R. WINCHESTER, D.D.: Almighty God, we thank Thee for Thy goodness to us from the beginning of our lives to this day. We thank Thee for all the blessings Thou hast bestowed upon us as a people in this land of liberty and prosperity and peace, and we come to invoke Thy blessing upon this gathering of these, Thy servants,

in the welfare of our country. We beseech Thee that Thou wouldst bless them in all their deliberations. Grant them that all things be done for Thy honor and Thy glory.

And we pray Thee to bless this whole land, the President of the United States, the Governors of our States, and all others in authority. We pray Thee that peace and happiness, truth and justice, religion and piety may be established everywhere among us, and that Thou wouldst make us the nation of the world in raising the influences of civilization to the uttermost bounds of our world.

We ask Thy blessing upon each one of us here, and that each one of us may have the realization that our vocation is the calling of our God to do our work where He has placed us.

Hear us, we beseech Thee, in this, our petition. Pardon our unworthiness and do for us abundantly more than we can ask from Him who has taught us when we pray to say: "Our Father, Who art in Heaven, hallowed be Thy name, Thy kingdom come, Thy will be done on earth as it is in Heaven. Give us this day our daily bread. Forgive us our trespasses as we forgive those who trespass against us, and lead us not into temptation, but deliver us from evil; for Thine is the kingdom, and the power, and the glory, for ever and ever, Amen."

CHAIRMAN JORDAN: We will next hear from the Governor of the State of Tennessee.

GOVERNOR PATTERSON'S ADDRESS OF WELCOME

HON. MALCOLM R. PATTERSON: Mr. President, Ladies and Gentlemen: I was requested by a certain friend here in Memphis to be present on this occasion and to extend on behalf of the State of Tennessee a cordial greeting to the business men who represent the great cottonseed industry of this country, and I wish to assure you that it is with the greatest pleasure that I extend a greeting from the old volunteer State.

Those who live in Tennessee already know of her glory, of her history and of her many attractions, but to those who have not been so fortunate as to live in this State I may say that it is one of the most historical States in the American Union, that it is divided east, the middle and the west, and at the eastern border are magnificent ranges of mountains which stand like sentinels. In the middle is one of the fairest portions of the surface of the earth, and in the west is this, her chief jewel and commercial metropolis. (Applause.)

Tennessee is really about one hundred miles wide and something like five hundred miles in length, and I have thought that the Creator must have ordered this so that the sun, in traveling from the east to the west, might longer shine upon the loveliness of dear old Tennessee. (Applause.)

We raise in this State fine cattle, fine horses and the finest women that are grown on any soil. (Applause.) We raise wheat, corn, all the cereals; and in the western section is the home of cotton. In addition to all these great agricultural products, recently we have had the reputation of raising another article which is supposed to exist somewhere beneath the earth's surface. (Prolonged laughter and applause.)

It is always a good time to visit such a State and such a city, and I think that I may congratulate our visitors at least upon the fact that this meeting is held at this particular time before the long season of drought which is scheduled to take place in Tennessee on the first day of July. (Laughter and applause.)

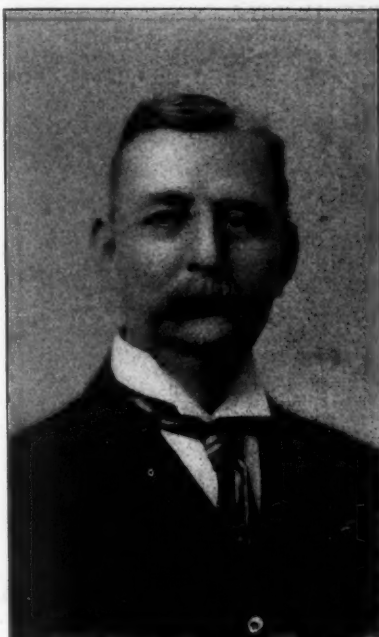
Now, our own people here thoroughly understand, and I want all of our visitors to know, that the responsibility for this condition rests with the Tennessee Legislature, and not with the Governor of the State. (Laughter and applause.)

We have heard a great deal upon the effect of oratory, of history and poetry, of wars, upon the destinies of men and of nations, but to my mind the business man has contributed his full share, not only to the

world's progress but to the grandeur and prosperity of this Union of ours. (Applause.) I believe that commerce has one of the most elevating, the most Christianizing, the most civilizing force that this world has ever seen. It was a great thing. Essayist Addison said: "Statesmen may do much for commerce, but more by leaving commerce alone." And I think there is a great deal of sense and shrewdness in that observation. I think it was Napoleon who said that the trident of Neptune was the sceptre of the world. But, be it so or not, commerce has done more to elevate the world and to bring about that era of good feeling and the brotherhood of man than any other human agency of which we have knowledge. (Applause.)

Influence of Business Man on History.

Let us for a moment have the influence of the business man in the history of our own country. It is well known to all students of history that at the time when the revolutionary forces were almost dissipated by want and hunger Robert Morris, a banker, pledged his entire fortune to rehabilitate the



HENRY J. PARRISH,
Memphis, Tenn.

Retiring President of the Association.

army of George Washington, and to that our liberty is due as much as to the heroism and the ability of Washington himself. (Applause.)

Our great war was over and we here in the South were suffering from the dread effects of one of the most cruel wars this world has ever seen. It was not so much the statesmen of the country, not the orators, not the poets, not the historians who brought about a better feeling between the sections, but it was the commerce of the country and the business men of the world that healed the scars and the wounds that had been inflicted. (Applause.)

I believe that the inter-State clause of the American Constitution has done this country more good, infinitely more good, than probably any other section which relates to a similar subject.

I feel, while I am congratulating you as representatives of commerce, that I cannot let this occasion pass without congratulating you upon your magnificent efforts in founding a new industry, known as the cottonseed industry of the country. I believe a new era is coming into the South; in fact, a new era has come, and we of the South must feel a thrill of pride at the giant strides that this fair land is making in industrial development

and freedom. No nation ever suffered as the South has done—our own section. There were 300,000 of the very pick of the fire and chivalry of the South who lay dead upon the field of battle at the close of the war; 2,500,000 more, it is estimated, left this section for other lands to make their fortunes. No country, unless it be Ireland, was ever so depopulated as our Southern country was after the war.

But the last twenty-five years of the record of Southern growth and Southern development have been the romance of our country since time began. In 1880, about that time when the great West was being opened up, gold in a steady stream flowed from the East to the West. We witnessed a scene of activity and of industrial development such as the world has scarcely seen before.

In 1883, as early as that, the internal State revenues of the entire State of Tennessee were only about \$800,000, less than the income of nearly 5,000 men in the United States to-day. To-day our revenues amount to about \$4,000,000 a year. So I say that the South not only is coming to the front, but she has come to the front, thanks to the energy, the pluck, the enterprise and the indomitable will of our business men and our men of commerce. (Applause.)

It is true that we have our periods of depression; it is true that we have some intolerance; it is true that we have some fanaticism, but these we pass and sober judgment and conservatism reign because the South is a conservative section. (Applause.)

I believe that our country is entering upon an amazing career of industrial activity and development. The resources of this land have scarcely been touched. I believe that in this continent there will be seen by the rest of the world such an advance as we ourselves do not dream of, and I think the South is going to come in for her full share of prosperity.

Future of Memphis and the Valley.

This city upon this bluff, by this great river, within ten years will be a city of more than 500,000 people. (Applause.)

The Panama Canal is as sure a fact as anything can be in the future. We will have it one day, a deep waterway from the Lakes to the Gulf, and when these two things happen, as in all human probability they will, this Government will be the greatest power of the world. (Applause.) It is said that over 400 years ago the adventurer and explorer De Soto sailed his craft on these turbid waters in search of gold, which he did not find. He fell a victim to disease, and somewhere near this bluff the body of De Soto was deposited in the waters, and if De Soto had lived until now he would have found his gold and his silver in the great cotton crops of the South. For, from 1900 to 1906 the total value of all the gold and silver production of the world was a little over \$2,000,000,000, whereas, the value of the cotton grown in the South, including the cottonseed, during the corresponding time was a little over \$3,000,000,000, making a difference in favor of the cotton crop of over \$1,000,000,000 for the six years from 1900 to 1906.

We of the South hardly realize the potentialities of this great crop. We have a natural monopoly of the cotton crop. We can grow successfully in the South everything that would be grown successfully in the North, and in addition to that we have this cotton crop of such immense value, not a lock of which can be grown in the Northern States.

I think that our country, as I say, is at the dawn of an era of new prosperity and new development such as the world has never seen. Some time ago, when I was in another section of the State, I said that the South was responsive to kind treatment; that the South was conservative, the South had her tradition, her history, and she is proud of them, and the South belongs to the Union, and Tennessee and every other Southern State has only one flag, and that is the glori-

ous Stars and Stripes. (Applause.) I said the country had recently gotten into the unfortunate habit of electing a Republican President every four years, but that if this had to occur, we of the South knew of no man in the entire country who was better fitted, mentally and morally, to be President of the whole Union than William H. Taft, of the United States. (Applause.) And we were glad to know of the friendship and cordial feeling of this President toward our section, and I feel like, as Governor of this State, I ought to say we fully reciprocate all the kindly expressions he has made toward our section and our people. (Applause.)

My friends, I came from Nashville last night, and I have made only a very desultory talk to you in welcoming you to Tennessee. I had no set speech to make. I am exceedingly glad to see you all here. Some of you come from very distant States. I hope, and I know that your stay here will be most pleasant, and I trust it will be most profitable; and when you leave after enjoying the hospitality of our people, and hope that when you return that you will find your loved ones at home safe and well and that no shadow has crossed the lintels of your door.

And I wish to say another thing to you, that I do not know what you will do here in Memphis. Sometimes people do very queer things here. You are going to find a great deal of hospitality, and you are going to find as much good fellowship as you will find anywhere upon this earth, and if you perchance trespass anywhere or go over the line of the law, I wish to assure you that the waters of the executive clemency are flowing freely. (Applause.)

RESPONSE BY JO W. ALLISON

CHAIRMAN JORDAN: I feel in trying to introduce the next speaker to you that I have no vocation. You all know him, and those who know him best love him best—Mr. Jo W. Allison, who will make a response to the Governor. (Applause.)

Your Excellency, Ladies and Gentlemen and Fellow Members:

For the members of the Inter-State Cottonseed Crushers' Association, their friends and guests, we render heartfelt thanks for the gracious welcome so eloquently tendered. But grateful and pleasant as are the words you utter, we need no spoken welcome to assure us of the greeting that awaits us here. For we come, not as strangers, but as frequent guests, eager with memories of other gatherings here, and happily confident in the knowledge of what Tennessee offers the guest within her doors.

And, sir, have we not with all the world learned long ago that no matter whence comes the guest, or what the language he speaks, the very hills and vales of Tennessee mean "Hospitality," and Memphis, the great city sitting at her southwestern gate, means "Welcome"?

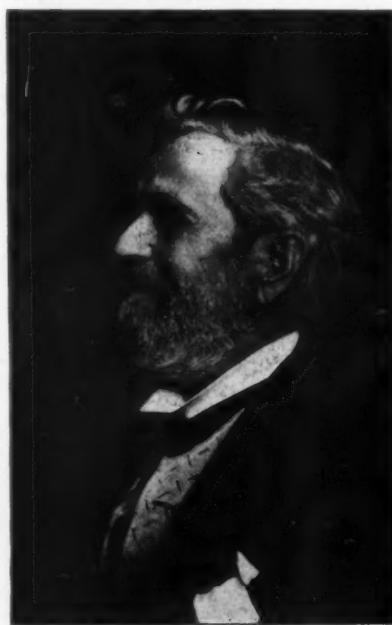
Especially to us of the cotton oil trade is this true, for, though gathered here as we are, from all the States of this fair land of ours, we are glad always to recognize in Tennessee and in her great commercial city of Memphis, the very seat and foundation of the business we represent, and hence are glad always to meet within her borders.

To many of us, indeed, there are even closer ties than this, for may not Tennessee proudly share with her elder sister Virginia the title of Mother of States, and count with a mother's pride her sons and daughters among the citizenship of every younger State who breathe no spirit of disloyalty to the States of their adoption, when they turn with tender devotion to the Tennessee who gave them birth.

And to none, sir, is this a prouder privilege than to us who give glad allegiance to the lone star flag of glorious Texas—and it is only fitting that this should be. For wherever Texans have struggled and fought Tennesseeans were there. When the Alamo gave to the world a new standard for unconquerable valor, Tennessee had sent her Crockett to enoble the sacrifice with his

precious blood. When at San Jacinto a new republic was consecrated to freedom, Tennessee looked on approvingly, while her Houston received the sword of Santa Anna. The new republic prospered and grew, and the sons and daughters of Tennessee found homes beneath her sunny skies, and when her single star had found a place in the constellation of States, and in later years the clouds of internecine war lowered over the mother land, a thousand Tennessee-Texans rallied to her defense at Wharton's war cry and sprang to saddle at the ring of Tenry's bugle. And so it is with tender and reverent pride that Texas, the daughter, bows to the greeting of Tennessee, the mother; and the land of Austin, of Bowie and of Travis accepts the greeting to the home of Jackson, of Polk and of Grundy, and the children of the men who fought at Goliad and San Jacinto clasp hands with the sons of the heroes who turned back the tide of revolution at Kings Mountain.

God bless Tennessee.
God bless Texas.



ROBERT GIBSON,
Dallas, Texas.

Secretary-Treasurer of the Association.

WELCOME BY MAYOR OF MEMPHIS

CHAIRMAN JORDAN: I now have the pleasure of introducing to you our Mayor, the Hon. J. H. Malone of Memphis, who will welcome you to the city. (Applause.)

HON. J. H. MALONE, Mayor of Memphis: Ladies and Gentlemen: Just a word, or a few words, because I do not believe in long discourses upon occasions of this kind.

It affords me unfeigned pleasure on behalf of the people of Memphis, and as their Chief Executive, to pay you a most hearty and sincere welcome to this city. It is an added pleasure when you know the gentlemen who are assembled upon this occasion are men of strength and ability, captains of industry in this wonderful age, and a most wonderful country. It is, too, an added pleasure when we remember that this splendid course of men who are to-day here assembled from over every part of the Union have come here to discuss the cotton seed, a seed springing from a plant that is known alone among the Southern States of this great country. Shall I say a word of the South where the cotton and the cotton seed comes from? Looking away back to 1880, when the several States of this Union had begun to take the government of their States in hand; at that time in 1880 there was in actual values in the Southern States \$7,000,000. In

1908 it had risen to the wonderful sum of \$20,000,000,000, and the manufactured product at that time was \$200,000; in 1908 it had reached the magnificent sum of \$2,000,000,000—this cotton crop, this wonderful commodity of the South on which the South has a monopoly, and I hope to see the day and the time, gentlemen of this convention, when the South will not only have a monopoly on the raising and of the marketing of this wonderful product and all that that means, but will have a monopoly on the manufacture in all of its branches of that wonderful commodity. (Applause.) I hope to live and see that day and that time, and when it comes untold riches will flow into the whole American people that will surpass the most fanciful flights of your imagination at the present time.

And now as to cotton seed. In the year of 1880 there were only 45 mills in all this country, representing a capitalization of only \$3,000,000; and in 1908 there were over 800 of these mills, representing an invested capital of over \$90,000,000. And as to the product that is handled by this magnificent assembly before me to-day, it is said that outside the inner circle no man knows the value thereof. (Applause.) It somewhat appalled me, gentlemen, the other day when I saw it stated in the papers that your splendid organization was making an invasion of that wonderful country, Turkey, the Mohammedan nation which does not look with favor upon the product of the hog, but which will look with favor upon the cottonseed product. So indispensable has become this commodity in the West in food in every avenue of activity that a gentleman said the other day that he didn't see how we had gotten along without it in the past. Gentlemen, the time has come when we cannot get along without cotton seed and its products in this age and at this time of the world. (Applause.)

Now, as to Memphis. God bless her. All I can say of her is that she is growing as fast as the cottonseed industry itself. We have a magnificent court house and city hall just coming to completion, costing \$1,500,000. We are spending \$1,000,000 upon our parks, and have spent \$1,000,000 upon our streets, and Memphis and all it contains is yours. (Applause.)

Now, I see some of the ladies here, and I am going to say something which otherwise I would not have said. Now, boys, we didn't think you would bring your wives and daughters along with you, but they are here, and I am glad to see them, and I will state one little incident in the life of that wonderful man, William Wirt, who was not only a credit to the South but to the whole United States of America, which illustrates what we think of women in this country. Mr. Wirt was a young rising lawyer, and had fixed his attention upon a young and magnificent lady, but the friends of the young lady advised her not to marry the young man because he was somewhat convivial in his habits; and, happening along one day, she found him, unfortunate to say, lying by the wayside, and she directed the coachman to stop, and she got out and placed her handkerchief upon his face so as to hide his face from the world. When he heard of it he laid by this convivial habit forever, and she became his wife, and they lived a most beautiful life until advanced in years and she departed before he did, and he wrote in one sentence upon her tombstone these words:

"Her life was an inspiration to everything that is good and a reproach to everything that is wrong."

And that is the way we view womanhood in this Southland of ours. (Applause.) I am glad we have the ladies with us to-day, and as His Excellency, the Governor, has made some reference to executive clemency in what he would do, and as some of the boys have not their wives with them, I trust, and it is my firm belief, that they may not stray away from the strict path of virtue, and if there be such among you, I will say to the chief of police, "Have mercy for the young men for my sake." (Applause.)

REPLY TO THE MAYOR'S WELCOME

CHAIRMAN JORDAN: I now wish to introduce to you another member of our association, who is so well known that I feel he needs no introduction from anybody to this audience—Mr. J. C. Hamilton of Baton Rouge. (Applause.)

MR. J. C. HAMILTON (Baton Rouge, La.): Mr. President, Ladies and Gentlemen of the Convention: When notified last week that I was appointed to respond to the address of welcome from the Mayor, if it had been anywhere but Memphis I am afraid I should have "ducked." I don't know why he selected me unless, perhaps, because when acting chairman, I didn't seem afraid of the audience. But it is an entirely different proposition sitting behind a table with a gavel that you can wave at a man, and standing out by yourself, feeling that everybody is looking at you, unless you have had time to study and know what you want to say and cannot get rattled.

We have enjoyed the hospitality of Memphis before, and nowhere can it be beaten. We have seen the wonderful growth in Memphis, and we want to see Memphis the biggest city anywhere in the middle United States (Applause) situated on this river, which it ought to be. And we have in Louisiana what will do more to make Memphis the biggest city of any State in the country. In Louisiana we have unlimited quantities of gas and oil, and if they will pipe it to Memphis it will give them cheap fuel, and after a while they will want to know how far St. Louis is from Memphis. and how far Louisville is from Memphis.

Another thing, the biggest asset of Memphis which Memphis sometimes seems to be ignorant of, and that is this magnificent waterway. Never is there less than seven to nine feet of water to the Gulf, and yet we have no through boats. I am just from Baton Rouge, where we have been entertaining the officers of the battleship Mississippi, and it is a ship which draws 27 feet of water, yet it found 100 feet in which to anchor. The officers were delighted with all they saw, but were very much surprised when they found no boats or barges transporting freight. They said on a short visit up one of the rivers of the Old Country they counted 1,200 boats. Now, in Germany I read that they carry on 24 inches of water 3,500,000 tons of freight, and that on the Danube freight is carried for six mills per ton per mile where the current is swift; and below Vienna freight is transported for 2½ cents per ton per mile; and in the lower river it is carried at three-quarters of one mill per ton per mile at some places.

Memphis can do anything that it wants to do, and if I am permitted to make a suggestion, and I am not unmindful of one who said when asked: "May I give you a little advice?" he said: "Certainly, if you will take something in return." (Applause.) If Memphis will devote some of its energies to developing transportation on the river it will grow faster than in any other one thing. We have 4,200 miles of navigable water in Louisiana. We have raised, this last year, with a very short crop, 520,000 bales of cotton, 250,000,000 pounds; 550,000,000 pounds of sugar, 208,000,000 pounds of rice, 20,000,000 bushels of corn. We have salt enough to supply the world, and can put Sicily out of business in sulphur. In fact, we do not know but a very small part of what is below the surface in Louisiana. Now, if they will do what they ought to, in developing cheap transportation, they can go all through Louisiana and through Arkansas and make a tributary to Memphis, it will be the greatest city anywhere in the Central United States.

At a banquet the other night I asked what some man was doing with so many medals, and another one said: "Why, they are for keeping sober at banquets." I hope that our members will be able to wear as many medals on Thursday as they are wearing this morning. We know Memphis hospitality; we don't know how good a time we will have,

but we are in the hands of our friends, and we will do whatever they tell us.

For this convention and for its members. I thank you, Mr. Mayor, for this cordial welcome. (Applause.)

CHAIRMAN JORDAN: Last year this association honored a man from around Memphis, honored a man from the Middle West, honored a man from this town, and in honoring him every one of us feel we have been honored; and now I wish to introduce to you Mr. H. J. Parrish, your president. (Applause.)

PRESIDENT PARRISH: As the convention was late in assembling, and as I am put down as a solemn sacrifice, I am unwilling

to sacrifice myself, but I will sacrifice my speech. I call the convention to order.

The minutes of the last meeting—do you wish them read?

MR. J. J. CULBERTSON (Paris, Texas): I move that we dispense with the reading of the minutes. Motion seconded and carried.

PRESIDENT PARRISH: Calling of the roll.

MR. CULBERTSON: I move in place of the roll call we have the roll call of the new members.

PRESIDENT PARRISH: The Secretary's papers have not arrived, and I will read my address.

President's Address

Foreign Affairs.

If our government would place a maximum and minimum tariff on imported products from countries that are discriminating against us, it would not only improve our industry abroad and allow us a chance to compete with them, but would enable the cottonseed oil milling industry of the United States to pay a higher price for cotton seed.

In 1905 Austria-Hungary imported from America 6,722,959 gallons of cottonseed oil, but after March 1, 1906, when a new tariff law devised on a maximum and minimum basis went into effect, they imported only 1,645,059 gallons. In 1907 the imports were the small sum of 206,467 gallons, and in 1908 even less.

The United States, having no commercial treaty with Austria-Hungary and receiving no reciprocal benefits like minimum duties, felt the ill effect of this prohibitive tariff, the maximum of which was about 30 cents per gallon.

While Italy and Austria-Hungary have levied a prohibitive tax on oil, Turkey being a Mohammedan nation does not use lard, and the removal of the restriction on cottonseed oil has increased the quantity sent and opened a new field for the sale of this product if properly handled, as American products are conceded to be the best.

A committee was appointed to attend the tariff convention at Indianapolis, and the results of their labor will be presented to this convention, and will show the necessity for immediate action by the United States regarding tariff treaties.

There assembled in Indianapolis, February 16, 1909, a convention of men gathered from all parts of the country to discuss and urge the creation of a non-partisan tariff commission. This commission is for the readjustment of tariff rates on lines that will return to the nation as a whole the maximum of good, with due regard to the merits of the various duties imposed.

Tariff should be protection to all, favoritism to none. But is it? Systems of "practical" legislations have made tariff rates a series of compromise. To say that the cottonseed oil manufacturer is not interested in the tariff revision is a mistake, for it vitally concerns all who trade with foreign countries. While cotton seed products need no protection on imported goods of like character for the South is the greatest producer in the world, the manufacturer needs protection when tariff legislation is so arranged as to admit free of duty inferior competing oils.

The Payne tariff bill puts not only cottonseed oil, which formerly had a protection of 4 cents per gallon, on the free list, but also olive oil of inferior grade, palm and other oils.

I would recommend the appointment by the association of a capable man to be stationed at Washington to guard our interest in tariff legislation at home and abroad and notify the association when such legislation is about to be discussed.

Table of Comparison.

The following comparison shows exported cotton seed products taken from the Bureau of Manufactures, Department of Commerce and Labor, for the six months from Septem-

I greet the loyal members of the Interstate Cotton Seed Crushers' Association in thirteenth annual session with heartfelt congratulations on this, the most successful year of our history, and thank my co-workers for their hearty co-operation in as-



BENJAMIN F. TAYLOR,
Columbia, S. C.

Vice-President-elect of the Association.

sisting me in the role of president, a role duly appreciated and assumed this time last year with many misgivings.

In union there is strength, and with our interest, which increases with each year, should go our united efforts to add new members and to broaden our splendid association.

Past and Future of Business.

Organization of men engaged in the same industry who come together to discuss experiences cannot fail to advance their interests individually and collectively. If individual effort brings success, additional incentive and new inspiration are gained by these meetings. This is evidenced by the influence of Judge Henry C. Hammond's speech at Louisville, which was widely felt, and has caused the erection of factories for the manufacture of mixed food of cotton seed products for work stock.

Although prohibitive tariff has tried to cripple our industry we can feel satisfied there is a bright future before us. This can only be secured by sincere co-operation.

The cotton crop has been larger than expected owing to climatic conditions and greater acreage, and the seed crop, necessarily dependent upon it, has surpassed our most sanguine expectations. A market has been found for the oil and meal manufactured, notwithstanding that 2,000,000 more bales have been ginned this year than last.

ber 1, 1908, to March 31, 1909, as compared to a year ago:

Cottonseed Oil.		
	Gallons.	Values.
Sept. 1, '08, to March 31, '09.....	38,733,525	\$15,601,342
Sept. 1, '07, to March 31, '08.....	29,249,948	12,055,364
Cottonseed Oil Cake and Meal.		
	Pounds.	Values.
Sept. 1, '08, to March 31, '09.....	1,072,975,549	\$13,752,435
Sept. 1, '07, to March 31, '08.....	691,387,929	8,867,830
Total Value Exports of Cotton Seed Products.		
Sept. 1, '08, to March 31, '09.....		\$29,353,777
Sept. 1, '07, to March 31, '08.....		20,923,194

Foreign Requirements.

The unflinching principle embodied in the Golden Rule and the remembrance that strict integrity is as essential abroad as at home will strengthen our foreign trade.

To successfully maintain relations with countries abroad who have levied prohibitive tariffs on our products, we must rely on our friends in Congress to place such penalties on foreign goods as to compel their satisfactory recognition of our products and make necessary concessions.

The reports of our former special government agent, A. G. Perkins, have not been compiled, but he will relate to the association the results of his year's work. Our present representative, Julian Brode, should be encouraged by us to collect data that will assure practical results.

We owe a debt of gratitude to former Secretary Straus and Major J. M. Carson for their untiring efforts in our welfare and the fruition of their labors is the added interest at home and abroad. If the members would read the daily consular and trade reports they would keep informed as to the foreign trade.

I also advocate the appointment of official inspectors and weighers at New Orleans, Savannah and other important ports to weigh and inspect export cake and meal which would insure a better reputation for American products abroad. This field being an ever widening one will prove no small factor in our growing business.

The Exhibition of Cotton Seed Products.

A committee has been appointed comprising the different State organizations to study the feasibility of holding a cotton seed products exposition in some centrally located Southern city.

The education of the people in the uses of these products will mean a greater consumption, an increased demand, and a material rise in values. The use of cotton seed products as a foodstuff will tend to better the condition of seed until the highest degree of efficiency is reached. The oil mill men know that nature has protected the cotton seed after the manner of the nut, and the contents when carried through the mill without any adulteration offer the consumer a product unrivaled in cleanliness.

I would especially call the attention of the Publicity Committee to the advantages to be derived from an exhibition of this kind and ask their hearty co-operation.

The oil mill industry is yet in its infancy, and when the vast number of articles of prime necessity that we manufacture is brought before the American people, a greater outlet for consumption will be found, thereby increasing the intrinsic value of seed and bettering the condition of the oil industry, as demand, not supply, controls the price.

The secretary is in receipt of a letter from the chairman of the District Farmers' Union of Texas calling attention to the movement for creating a larger demand for cotton by advocating the use of this staple instead of jute, an imported fabric, for wrapping purposes.

The use of cotton for the manufacture of sacks, rope, twines, etc., would require a crop of twenty million bales, if generally adopted, and would keep in circulation in the United States millions of dollars which now

is expended in India for jute. The advantages which would accrue to the seed consumer from a larger crop are obvious.

National Council of Commerce.

The duties of the National Council of Commerce, of which this organization is a member, are manifold. The three primary objects are:

(a) It receives and acts upon reports and suggestions of commercial bodies, relative to the promotion of domestic and foreign commerce.

(b) It suggests special investigation of conditions abroad, acting as an intermediary in arranging for the representation of American products at international expositions and promoting trade interests.

(c) Encourages friendly co-operation between commercial organizations throughout the United States.

The members of this association living in cities where there are established commercial bodies should encourage them to become members of the National Council, thereby insuring the South greater representation and more influence in this body.

Committee on Rules.

The most radical change the past year has seen in the sale of cottonseed oil is the adoption by the New York Produce Exchange of the pound basis instead of the gallon. The Rules Committee has recom-



COLONEL JO W. ALLISON,
Ennis, Texas.
Chairman Programme Committee.

mended the adoption of this, the Memphis Merchants' Exchange also quotes it, and, though Southern manufacturers have been slow to recognize the feasibility of this plan, it apparently met with their instant favor. Postal cards were sent to every member of this association requesting their vote as to the method of selling oil. Out of 397 replies only 21 voted against the sale by pound. The necessity of selling by a uniform basis is shown in the comparison of cotton oil values with other fats.

The Rules Committee in the April session at Hot Springs found it necessary to make only a few changes. These will be submitted for your approbation, and also the respective reports of the various standing committees, including the special report of the tariff on press cloth.

Committee on Publicity.

The advantages which accrue to the association from the work done by a committee on publicity cannot be over-estimated. When the mills show the proper appreciation of the products they manufacture and make known their worth the demand for their output will be increased, for success is largely dependent on widely diffused knowledge of superior products.

The Committee on Publicity have worked untiringly for the good of the association, and with the limited means at their command have published four excellent bulletins setting forth the different uses of cotton seed products. This committee is composed of members of many years' experience, who have given their time and work for the general good of this organization.

The results of their year's work and the knowledge of how best to conserve the interests of all parties at home and abroad will show the necessity of further advertising. They are unable to do this with the few voluntary contributions made during the past year, and repeat the recommendation made at the last meeting, for an income of \$5,000, to be contributed equally by the members of the association for the support of the Bureau.

Finances.

The secretary and treasurer's report, including a comprehensive statement of receipts and disbursements, will be presented later. An ever growing association means an ever increasing expense account. I need not comment on Major Gibson's loyalty and worthy efforts, so well known and appreciated.

In Memoriam.

It is with sincere regret in reviewing the year's work I announce the death of two loyal members of our association, R. V. Garner of Mississippi, and George N. Aldredge, honorary member, of Texas. Their worthy efforts in aiding the work of this organization have ceased, but the good deeds that men do live after them, and their memories are enshrined in our hearts.

Suitable resolutions of respect upon the loss the association has sustained in their death will be presented by the committee appointed for this purpose.

Conclusion.

In conclusion I extend a hearty welcome to the guests who have come at our urgent invitation to participate with us in the deliberations of the convention; to those who come to give us of their knowledge to further broaden and develop our growing organization, and to those who by their attentive audience spur us on to worthy deeds.

I relinquish to-day a trust which has made me its proudest possessor. When you elected one of mediocre talents to be your chief executive my heart was filled with pride, and it is with regret that I sever my connection with the committees which have labored so earnestly to contribute to the work of this organization during the past year.

Let each member give to the association his most honest effort, and its future success is assured.

PRESIDENT PARRISH: We will have the annual report of the Executive Committee by Mr. Aaron D. Allen, Chairman Executive Committee, Little Rock, Ark.

ANNUAL REPORT OF THE EXECUTIVE COMMITTEE

The Executive Committee beg to report that they have only had one meeting during the year, which was held at Memphis the 22nd day of February, 1909, and the only business before them was to fix the place and time of the annual convention.

For the first time in the history of the association there was no appeal made to the Executive Committee, which the committee regards as a healthy sign.

The Executive Committee beg to draw attention to the fact that for the first time since the organization of the association there is a deficit of \$310 in the general funds. While this is not a large deficit, and is not a cause of immediate anxiety, still the committee think it advisable to call the attention of the convention and the incoming administration to the fact, and to suggest a cutting down of expenses, if possible, and especially the traveling expenses, which they believe can be done by reducing the number of members of delegations without impairment of efficiency.

The committee would recommend that \$300 of the funds of the Bureau of Publicity be

transferred to the general fund in order to wipe out the deficit, and that hereafter the Bureau of Publicity pay into the general fund \$25 per month to meet sundry expenses that are paid out of the general fund for their account. We estimate that the in-

crease in membership will bring in sufficient revenue to meet all expenses for the coming year if the above suggested economies are carried out.

PRESIDENT PARRISH: Secretary Robert Gibson will now read his annual report:

Report of Secretary-Treasurer

I beg to make this, my Annual Report, for the fiscal year May 1, 1908, to May 1, 1909, showing memberships by States, together with receipts and disbursements as follows:

	Mills.	Firms.	Total.	Ass'n.	Bu. Pub.	Total.	Ex-empt.	Un-paid.
Alabama	25	3	28	\$280	\$170.50	\$450.50	—	4
Arkansas	20	2	22	220	166.00	386.00	—	1
Georgia	56	17	73	730	372.25	1,102.25	6	1
Louisiana	28	26	54	540	272.00	812.00	3	2
Mississippi	43	6	49	490	321.50	811.50	2	1
North Carolina	25	2	27	270	132.00	402.00	2	4
South Carolina	38	8	46	460	206.00	666.00	2	—
Tennessee	11	24	35	350	125.50	475.50	3	1
Texas	63	23	86	860	573.00	1,433.00	1	1
Florida	2	0	2	20	12.00	32.00	—	—
Illinois	1	15	16	160	27.00	187.00	—	—
Oklahoma	9	3	12	120	72.00	192.00	—	1
Missouri	—	10	10	100	1.50	101.50	—	—
Ohio	—	9	9	90	37.50	127.50	—	—
Kentucky	—	4	4	40	30.00	70.00	—	1
Pennsylvania	—	6	6	60	—	60.00	—	—
Massachusetts	—	3	3	30	—	30.00	—	—
New York	—	21	21	210	—	210.00	1	2
Nebraska	—	2	2	20	—	20.00	—	—
Maryland	—	1	1	10	—	10.00	—	—
Kansas	—	1	1	10	—	10.00	—	—
Connecticut	—	1	1	10	—	10.00	—	—
Minnesota	—	1	1	10	—	10.00	—	—
Washington	—	1	1	10	—	10.00	—	—
Virginia	—	2	2	20	13.00	33.00	—	—
Wisconsin	—	1	1	10	—	10.00	—	—
Washington, D. C.	—	1	1	10	7.50	17.50	—	—
New Jersey	—	2	2	20	—	20.00	—	—
Indiana	—	2	2	20	—	20.00	—	—
Ireland	—	1	1	10	—	10.00	—	—
Germany	—	—	—	—	—	—	2	—
Russia	—	1	1	10	—	10.00	—	—
India	—	1	1	10	—	10.00	—	—
Totals	321	200	521	\$5,210	\$2,539.25	\$7,749.25	22	19

Recapitulation.

	Annual Dues.	Bureau Publicity.
Collections fiscal year 1908 and 1909	\$5,210.00	\$2,539.25
Collections previous year	220.00	104.00
	\$5,430.00	\$2,643.25
To which is to be added sales of press cloth		\$8,073.25
Arbitrations—		198.25
New York		\$17.50
New Orleans		74.50
Atlanta		44.90
Memphis		30.00
Dallas		12.00
		178.90
Total receipts this year		\$8,450.40
Add balance May 1, 1908		477.98
		\$8,928.38

Disbursements.

General expenses, salaries, printing, rent, etc.	\$4,315.95
Traveling expenses	1,699.46
Press cloth duty test case	100.00
Balance on bulletin account	29.35
Bureau of Publicity	2,516.00
	8,660.76
Balance on hand	267.62
To credit of Bureau of Publicity	578.10
Shortage due to Bureau of Publicity	\$310.48

Report in Detail.

A comparison of this with last year's report will show that we have made a steady gain in members as well as revenue.

At the close of last year we had a membership as follows:

Mills 314, firms 176, a total of 490; to this add 18 exemptions—a total of 508. This year: Mills 321, firms 200; a total of 521. To this should be added 22 exempt memberships in good standing, which will make a total of full members of 543, beside some 19 unpaid (of these I expect a good part to be collected).

As compared with last year you will note we had a total gain on the 30th of April, the end of our fiscal year, of 35 members, a very good gain, but not what it should have been, or what I hope will be the gain this year.

Unfortunately, our expenses have exceeded our receipts by some \$310.48, but this will be overcome by increased new membership and some collections from unpaid old ones.

This report, with a full one in detail for the past five years, made out by our Auditor, Mr. Charles Byers, has been submitted to our Executive Committee for examination and

report to the convention, all of which I trust will be satisfactory.

I thank you, Mr. President, and the officers and members for your hearty support in the performance of my duties, which I have always endeavored to fulfill to the satisfaction of those interested, and my earnest desire is, that you will again favor me with your support for the office I have so long held.

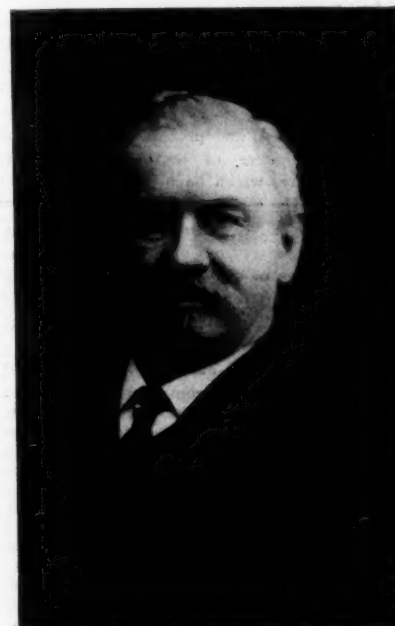
Wishing one and all a prosperous year and safe return home, I am,

Very truly yours,

ROBERT GIBSON,
Secretary and Treasurer.

MR. ED. WOODALL (Texas): I move that the report of the Secretary be adopted.

MR. B. F. TAYLOR (South Carolina): There is a part of that report which refers more particularly to the fund of the Bureau of Publicity, and I do not think that the report should be acted upon as a whole without some information and discussion on the subject, and I rather think that it would be advisable to hear the report of the Bureau of Publicity first and take the two reports together with respect to that part of the Executive Committee's report so far as it involves the change in the Constitution, as I understand that the Constitution cannot be changed by simply adopting the report of



F. W. BRODE,
Memphis, Tenn.

Chairman of the Entertainment Committee and the Dean of the Brokerage Trade.

a committee. It has got to be done in the regular order.

MR. AARON D. ALLEN (Arkansas): It is not the intention of the committee to refer to anything except this contribution of \$25 expense actually incurred for the benefit of the Bureau of Publicity.

MR. TAYLOR (South Carolina): I think every request made upon the Secretary has been paid.

PRESIDENT PARRISH: Mr. Taylor is right about the Constitution. You cannot change it unless it is a two-thirds vote.

MR. E. M. DURHAM (Mississippi): I don't think the question is involved at all. It is simply a question of the Bureau of Publicity paying certain expenses.

MR. WOODALL: I want to say, Mr. Chairman, if the question of the Constitution is involved I will withdraw the motion to adopt the report of the committee.

PRESIDENT PARRISH: Have you anything further to say?

MR. TAYLOR: No; I understand the motion is withdrawn.

PRESIDENT PARRISH: That was only a

recommendation. It ought to be referred to a committee.

TAYLOR: I wish to make such a motion. I am not familiar at all with the needs of the association with respect to funds nor with the expenses of the Secretary's office incurred in behalf of the Bureau of Publicity, except as requests are made upon me as chairman of the Publicity Bureau. I therefore move that this particular matter

be referred to a committee of three, to be appointed by the President, to report, say, to-morrow morning to the convention with their recommendations as to this particular point, and that the balance of the report be adopted.

Said motions were then duly carried.

PRESIDENT PARRISH: We will now hear the report of the Bureau of Publicity, by Mr. B. F. Taylor, chairman.

Report of Bureau of Publicity

During the last year the Committee on Publicity has published and distributed four bulletins, viz:

Bulletin No. 10, containing the addresses of Judge Hammond, Mr. Estes and Mr. Boykin, which were delivered before the association at our meeting in Louisville:

The address of Mr. Barrow on the "Home Consumption of Cottonseed Products."

Bulletin No. 11: The addresses of all parties in foreign countries who handle cottonseed products; and

Bulletin No. 12, the address of Mr. Leonard before the Bakery Students' Society of Liverpool, England.

We feel satisfied that the improvement in character in bulletins we are now issuing is very marked, and the fact that we have had so many inquiries for them leads us to believe that they have done an immense amount of good, and probably accounted for the higher prices of cottonseed meal, in some measure, which have prevailed the latter part of the season.

Our Bulletin No. 12 seems to be attracting considerable attention on the part of the manufacturers of cake and crackers, and two parties have written us asking for a number of copies for distribution among the workmen in their factories.

We wish to call attention to the small amount of voluntary contributions made to the bureau during this year and wish to reiterate our recommendations made at the last meeting, which were not acted upon. The bureau should have at least an income of \$5,000. We also wish to call attention to the fact that not all of the members contribute equally to the support of this bureau.

During the past year we have undertaken two new methods of advertising. We contracted with Jacobs & Company, special agents, Clinton, S. C., operating the Religious Press Advertising Syndicate, containing the

doubtful if any two of these papers reach the same party. For the price this is about the cheapest advertising that we know of, and we can renew our contract with these parties if the committee so decide.

The other departure from the ordinary way of advertising was the appropriation of \$500 to be used by Mr. Julien Brode, special agent of the United States Government, for advertising cottonseed products in foreign countries. This method of advertising has been strongly urged upon the association by all of the special agents which we have had, and it is to be regretted that the funds at the disposal of your committee would not permit of a larger appropriation for this purpose.



J. C. HAMILTON,
Baton Rouge, La.

Chairman Legislative Committee.

List of Papers in Syndicate.

Paper.	Address.	Circulation.
Arkansas Baptist.....	Little Rock, Ark.....	8,000
Baptist Flag.....	Fulton, Ky.....	16,000
Pentecostal Herald.....	Louisville, Ky.....	25,186
Central Methodist Advocate.....	Frankfort, Ky.....	15,000
Baptist Chronicle.....	Alexandria, La.....	4,200
Lutheran Evangelist.....	Dayton, Ohio.....	6,000
Herald of Gospel Liberty.....	Dayton, Ohio.....	6,207
Christian Appeal.....	Greenwood, S. C.....	3,439
Baptist and Reflector.....	Nashville, Tenn.....	6,300
Gospel Advocate.....	.....	14,000
Baptist Standard.....	Dallas, Tex.....	38,000
Christian Courier.....	Dallas, Tex.....	6,250
Pentecostal Advocate.....	Peniel, Tex.....	5,500
Firm Foundation.....	Austin, Tex.....	14,000
Total.....	.....	168,082

following list of newspapers, to advertise the products of cotton seed in a general way. So far as we can see this advertising has done a great deal of good in the way of informing the public of the value and uses of cottonseed products, as the matter was inserted as news items without any indication of their being advertisements.

It will be noted that the circulation of these papers is about 168,000, and it is

We wish again to commend the various State associations for the admirable advertising which they have been doing, especially the associations in Georgia, Texas and South Carolina, and we hope that the other State associations will take up the good work immediately.

We again call attention to the fact that the accounts of the Bureau of Publicity have not been audited, and think that this should

be done. Our papers are in such shape that they could be forwarded to an auditing committee.

(For Financial Statement of Bureau of Publicity, see page opposite.)

Bureau of Publicity and French Slander.

After reading his report Mr. Taylor read some correspondence with Special Agent Julien L. Brode, who is abroad, concerning the French claim that cottonseed oil is injurious to health.

MR. TAYLOR (continuing): Well, the next thing that I got from Mr. Brode was this, that he had been to see Prof. Muntz in Paris relative to making an analysis of cottonseed oil to show its healthfulness, and he said, "I will give you an analysis showing that cottonseed oil is not harmful or injurious to the intestines, but I will have to charge you \$500." Now, it is absolutely necessary that this information be gotten in time for the meeting of the French Chamber of Deputies on June 17th, because it has to be proven to that committee that the cotton oil is not harmful and a proper food. I took this matter up with Dr. Wiley, and received the same certificate which I have here, and wired that information to Mr. Brode, but that is not enough. That is an ex parte statement. When Dr. Wiley says this, not at the instance of the cotton oil industry, but the United States Government, it does not carry as much weight in the foreign countries as that of some of their own people. Now, Mr. Brode wants this certificate. The French committee, however, does not want this certificate. They don't want to use it. They want to tax cottonseed oil and keep it out of France if they can. They are fixing to raise the duty, and I understand they are going to raise it in spite of everything we can do.

[Mr. Taylor submitted various letters and documents bearing on this subject, which were placed on file.]

R. L. HEFLIN (Texas): I move, Mr. President, that this report be referred to the same committee that the other reports are already referred to for recommendation.

The motion prevailed.

Amendment to the By-Laws.

MR. ALLISON: I desire to make a motion of amendment to the by-laws.

Paragraph 4, section five, to be amended to read as follows: "For their service each member of the committee shall be paid their hotel and traveling expenses when upon the business of the Association, and the chairman shall in addition be paid an annual salary of \$300."

This amendment, gentlemen, changes paragraph 4 in section five of the by-laws, which now reads, in defining the duties of the Bureau of Publicity, as follows: "For their service each member of the committee shall be paid their hotel and traveling expenses, and that the chairman of the Bureau of Publicity shall receive a salary of \$500 a year, and each other member of the committee shall receive a salary of \$100."

This paragraph cuts out the salary of the other members of the committee and leaves the salary of the chairman unchanged, and reduces the total expenses of the association for this service to \$300 instead of \$500. In my experience, at least, the work of the Bureau of Publicity must necessarily be done by the chairman. Members are widely separated by the distance across the country. They can have but a very short and unsatisfactory consultation, and they must delegate the duty necessarily connected with the work of the Bureau of Publicity to the chairman himself. All the work of the committee heretofore has been done by the chairman. I am a member of that committee and have been since the organization and origin of it. I never felt that I earned one single dollar of this association's money and never accepted it. I do not feel because you happen to belong to the association members ought to be paid simply for useless service.

MR. HEFLIN: I second the motion.

MR. TAYLOR: Personally I want to say that while I have taken the \$300 that has

been provided for by the by-laws for this purpose, that every single cent has been used for advertising since I have been a member of that bureau, and, personally, I don't see why the chairman should receive \$300 provided he has sufficient funds to have this work done as it ought to be done. I have used that money in getting people who are experienced in proofreading and such stuff as that to get this matter up for me. The gentlemen on this bureau are engaged in their business and have not the time to devote to it, and when they do it it must be at night after they finish the day's business. I have no objection personally to striking out the whole compensation given to the Bureau of

Publicity for that matter, and Mr. Allison, if he will permit me, I will move to amend his motion to that extent.

MR. ALLISON. Mr. Chairman, I would be opposed to the amendment. The chairman of the Bureau of Publicity has a very much more arduous task than any member of this body can conceive of. I question the statement that every cent has been spent by the member for advertising, but I will venture to say that he has expended twice that amount. I am chairman for the Bureau of Publicity for the Texas association. I receive a salary of \$300. I don't believe the \$300 would pay postage and telegraph charges for the benefit of the Bureau of Publicity. I

know it doesn't pay one item of the traveling expenses. I don't accept the \$300 which I get from the Texas association. As a matter of principle, I don't believe this association or any other associated body of men working for the same interests can call upon one member who has not any more interest than any other member to give his time, his service, his talent, and, as in this case, his money, for the exploitation of the common good. I would rather increase the salary of the chairman of the board to \$1,000 than see it cut out. I think this association should make some small compensation. I am conscientious in saying I do not believe the other members deserve it because they spend no money or do no work. It is provided in the constitution that the amendment as offered on the floor shall be referred to a committee of three to report as soon as possible.

PRESIDENT PARRISH: The motion is before you, gentlemen.

Motion prevailed to refer to committee of three.

MR. TAYLOR: Don't you think that the accounts of the Bureau of Publicity ought to be audited? I made that request at the last meeting and no action was taken. I have made it at this meeting and I really think that the vouchers ought to be looked over.

PRESIDENT PARRISH: If there is no objection, Mr. Taylor, I will refer that to the same committee.

The secretary will call the roll of the new members.

List of New Members Elected.

At this point a number of new members were nominated and elected. The following is a list of members recently elected to the association:

W. A. Storts, Edward Flash Co., New York.
L. V. Zimmerman, Kansas City.
Dixie Cotton Oil Co., T. C. Cleaver, Little Rock, Ark.
Pickens Cotton Oil Co., W. S. Gordon, Pickens, Ga.
Snyder Cotton Oil Co., Snyder, Okla.
J. E. Quarles, New Orleans.
Richmond-Bond Co., G. B. Bond, Hickman, Ky.
Pecan Gap Cotton Oil Co., W. E. Weldon, Pecan Gap, Texas.
Starkville Cotton Oil Co., Starkville, Miss.
Gullet Gin Co., Geo. P. Phillips, Memphis, Tenn.
W. T. Kirchhoff, chemist, New Orleans.
Southern Audit Co., J. L. Richmond, Memphis.
Mississippi Cotton Oil Co., Alexander Allison, Jackson, Miss.
Alabama Cotton Oil Co., A. W. Brooks, Mobile, Ala.
Leatham, Jackson & Jay, Memphis, Tenn.
Forest City Cotton Oil Mill, Ed. Roleson, Forest City, Ark.
Pine Bluff Cotton Oil Mill, R. B. Malone, Pine Bluff, Ark.
Tennessee Cotton Oil Co., John Myers, Memphis.
Oxford Oil Mill Co., Lee Baggett, manager, Oxford, Miss.
Georgia Cotton Oil Co., Wm. H. Schroder, V. P., Atlanta, Ga.
Ninety-six Oil Mill, D. M. Lipscomb, Ninety-six, S. C.
South Carolina Cotton Oil Co., H. E. Wells, V. P., Columbia, S. C.
C. M. Allen, Columbia, S. C.
The Louisville Cottonseed Products Co., W. E. Woolen, general manager, Louisville, Ky.
Exchange Cotton and Linseed Meal Co., A. L. Parnham, Kansas City, Mo.
Livermore Foundry and Machine Co., Thos. H. Allen, Memphis.
Osterman Mfg. Co., H. C. Osterman, Chicago.
Stroud Cotton Oil Co., Stroud, Okla.
Hill City Oil Works, Sinai, Fort & Co., lessees, Vicksburg.
Martin M. Schultz & Co., Martin M. Schultz, Chicago.
The Hill Clutch Co., Cleveland, O.
Max Cahn, Peoria, Ill.

FINANCIAL STATEMENT: BUREAU OF PUBLICITY.

B. F. TAYLOR, Chairman.

RECEIPTS.

Balance on hand May 1, 1908.....	\$ 132.21
Voluntary contributions	175.00
Bulletin sales	331.90
Received from Robert Gibson, Treasurer.....	2,300.00
Total	\$2,939.11

DISBURSEMENTS.

Express and postage.....	\$ 23.30
Traveling expenses	54.35
Trust funds disbursed.....	2.00
Books, papers and clippings.....	89.10
Exchange	1.86
Telegrams and telephone.....	8.80
Printing and disbursing bulletins.....	1,439.94
Advertising	481.34
Stenographer	108.33
Appropriation to Mr. Brode, special agent, for advertising in foreign countries	500.00
Paid to B. F. Taylor, Chairman.....	200.00
Total	2,909.02

Balance on hand.....	\$ 30.09
Columbia, S. C., May 4, 1909.	

ACCOUNTS PAYABLE.

Balance due B. F. Taylor, Chairman.....	\$ 100.00
Due Jo. W. Allison, Committeeman.....	100.00
Due K. A. Ransom, Committeeman.....	100.00
Due Mr. Gibson's stenographer for May.....	10.00
Due for stamps (estimated).....	20.00
Total	\$ 330.00
On hand with Treasurer.....	\$ 578.10
On hand with B. F. Taylor, Chairman.....	30.09
Total	608.19
Balance	\$ 278.19

FINANCIAL STATEMENT: BUREAU OF PUBLICITY.

MR. ROBERT GIBSON, Treasurer.

RECEIPTS.

Balance July 1, 1908.....	\$1,173.85
Received during July	243.25
August	18.00
September	419.00
October	207.50
November	156.25
December	349.75
January	188.00
February	74.00
March	88.00
April	141.50
Total	\$3,059.10

DISBURSEMENTS.

July—S. C. Toof & Co.....	\$ 75.00
E. R. Barrow.....	16.00
Southern Cotton Oil Co.....	25.00
Stenographer	5.00
August—B. F. Taylor, Chairman.....	300.00
Stenographer	5.00
September—Stenographer	5.00
October—Stenographer	5.00
November—Stenographer	5.00
December—B. F. Taylor, Chairman.....	1,000.00
January—Stenographer	10.00
February—Stenographer	10.00
March—Stenographer	10.00
B. F. Taylor, Chairman.....	500.00
April—B. F. Taylor, Chairman.....	500.00
Stenographer	10.00
Total	2,481.00

Balance on hand.....	\$ 578.10
May 4, 1909.	

T. H. Bunch Co., Little Rock, Ark.
Gordwyn Mfg. Co., St. Louis, Mo.
Frank G. Kinney & Co., Tulsa, Okla.
Mart Cotton Oil Co., Chas. L. Morney,
Mart, Tex.

PRESIDENT PARRISH: I now have the pleasure of introducing Mr. John Aspegren of New York, who will deliver an address on "Tariff and its Relation to Cottonseed Products."

The Tariff and Its Relation to Cottonseed Products

BY JOHN ASPEGREN.

In discussing the tariff and its relation to cottonseed products, we will have to look at it from three different points of view:

First.—Do we need any protection?

Second.—If so, what protection do we want and need?

Third.—Are we entitled to any protection?

When we go further into details, in order to answer the first question, it becomes necessary to look into our production of cottonseed products, during the past ten years, and especially the amount of it, that we have exported. Now, ten years ago, our average production of cotton oil was 2,000,000 barrels a year, and out of that we exported about a million, or about 50 per cent. of the annual production. Now we produce at an average from three to three and a quarter million barrels a year, and out of that we export only 900,000 barrels, or hardly even 30 per cent. of the total production. It can therefore be seen that our exports of cotton oil have in the last ten years decreased from 50 to 30 per cent. of the annual production. Now, what is the reason for this decrease? Has the consumption of oils in Europe decreased, or has something else been substituted for cotton oil?

To the first question I can immediately answer no. The consumption of oils in Europe has increased just as much as it has in this country. In America the unjust Grout bill, made by Congress in the interests of a certain class of producers as against other producers, has made it almost impossible to use cottonseed oil for oleomargarine. In Europe there is no such discriminating law, and the use of wholesome oleomargarine, made from cotton oil, has been steadily increasing, and the same has been the cause with consumption of oils for other purposes. We must therefore see whether any substitute has been found for the cotton oil, which we should have exported to fill this increased consumption. As a matter of fact, during the past seven years especially, there has been built in Germany a great many oil crushing plants, and the same has been the case in England, France, Italy and Austria. These crushing mills were originally intended for the crushing of cottonseed only, to be imported from the United States, Egypt and India, but gradually they have also been made to crush other oil seeds, such as sesame, peanut, or so-called arrachide seed. The output from these mills, and especially of those in Germany (this output consisting of all different kinds of oil) has taken the place of the cotton oil which we should have supplied them with instead.

Now, we can ask ourselves the question: "How is it that they can undersell us, and why can we not compete with their establishments?"

In this country labor is very much higher than in Europe, and the thought would readily suggest itself that the increased cost of labor in this country would have something to do with it, but we can quickly dismiss this from our mind, because our practical methods and the higher efficiency of the labor that we have here easily outweigh the higher cost of labor.

The reasons are to be sought in other directions, and are three:

The first one is the higher cost of press cloth in this country. As you all know, the only material that we can use for crushing oil is press cloth, made from camel's hair. Now, unfortunately, we have no camels in this country, and it is therefore an article which we have to import from Europe, either in the shape of camel's hair, or as camel's

hair press cloth. The duty on this latter article, however, is so high that it costs our crusher about a quarter of a dollar per ton more to crush a ton of seed than it costs the European crushers, and that is quite an item. A delegation representing our association appeared before the Congressional committee, advocating a change in the tariff on press cloth, and demonstrating the need of same, but I regret to say that it looks as if our just demand had not been granted.

The second reason is the higher price of caustic soda in this country. You all know that the only chemical known to be able to separate the soapstock from the refined oil, or in other words to refine the crude oil, is caustic soda. For years a duty of $\frac{3}{4}$ of a cent per pound, which is nearly 50 per cent. ad valorem, has been levied on caustic soda, and it thus increases the cost of refined oil to that extent. I understand that it is now



C. FITZSIMONS,
Columbia, S. C.

Chairman Committee on Appeals and Grievances.

proposed to reduce this duty from $\frac{3}{4}$ cent per pound to $\frac{1}{2}$ cent per pound, but there seems no reason to me why it could not be taken off altogether.

The third reason is even more important than the two previous ones, and it is also more complicating. While England has practically no duty on oil, France has a duty of about 10 per cent., Germany 12 per cent., France and Italy from 40 to 75 per cent. ad valorem, depending on the price of cotton oil at the time. And all these countries allow oil seeds to enter practically free of duty. It can therefore be seen that the European crusher is benefited to the extent of the duty on cotton oil in the price of his product as against the American cotton oil crusher.

Those are the three principal reasons for the increase in our exports, and a change in these conditions can only be brought about by protection from our Government.

I will then enter into how this protection should be given us, and take up the second point, which is: What protection should we want, and in what shape to we need it?

The first disadvantage we have is the higher cost of press cloth and the remedy for same can easily be detected, and that is: Give us free press cloth. We are denied it

now, but we should not rest there. We must keep on demanding until we get it.

Our second disadvantage is, the higher cost of caustic soda, and the remedy for this suggests itself likewise, in removing the tariff on caustic soda. We will have to work for this also.

Our third disadvantage is the discrimination, made by European countries, between the duty on oil seeds of all kinds on one side and the duty on cotton oil on the other side. To find a remedy is a more difficult test.

Four different ways and means suggest themselves.

In this country on the importation of certain articles, such as wood pulp, and others, we levy a special additional import duty, if it comes from countries which levy an export tax on the exportation from their country of that same product. Whenever a foreign country assesses on our cotton oil a duty higher than the relative duty on the oil seed, it might be possible for us to levy an export duty on seed, said duty to be equivalent to the difference which exists between the duty on cotton oil and the duty on seed in that country, and this should make up for the relative advantage which the foreign crusher now has. At first glance it might be said that from a national point of view we don't care whether Europe buys our products in the shape of cottonseed or in the shape of cotton oil. From the crusher's standpoint, naturally it makes a great deal of difference, as he has millions of dollars spent in erecting cotton oil mills, and if he is deprived of the foreign outlet for his products it will naturally cause him a tremendous loss with that much idle money being buried in an industry which can no longer work to full capacity. Even from a national point of view it is much more desirable to export our product in the shape of a finished manufactured article, i. e., cotton oil, than in the shape of raw, crude cottonseed, and furthermore, after the European crushing mills get used to working cottonseed, they will try to find a substitute for our cottonseed and work other competing seed, and we may lose the exportation of cottonseed also.

The second possibility suggested is the establishment of a permanent tariff commission, which has been recently advocated and endorsed by practically all the commercial bodies of America. The object of this commission is to continually investigate the needs of our different industries, and to suggest to our Government and Congress such remedies as would obviate disadvantages under which these industries might labor. The trouble with our old system of revising the tariff, about every ten years, is to show our hand too much to foreign countries, and once we have revised the tariff, the European countries having seen our "poker hand," so to say, can act accordingly, and knowing that it would be a long time before we change our tariff again, they simply proceed to raise their duties on American articles, and continue these discriminating duties. A tariff commission, ever vigilant, may be a good step in the proper direction.

The third remedy may be the maximum and minimum tariff clauses, which have now been suggested. The minimum clause is an olive branch, which is held out to any country, to treat us as the most favored nation and to make them agree not to discriminate against our finished products in favor of the crude products. The maximum tariff is the "big stick" that might fall down on that country, if it discriminates against us and refuses us just treatment.

Just the same, this maximum and minimum tariff can only partially remedy the evil, because the case might easily present itself where, for instance, England, even if it does not accord us the most favored nation privilege, may still have comparatively lower duties on products exported from this country than Italy, for instance, even though the latter country may grant us what is called the most favored nation clause, and here is where the fourth remedy might be suggested, which is reciprocity treaties with foreign countries.

In ordinary everyday life, and in dealing with different business houses, all of us use reciprocity more or less. As a matter of fact, everything is a case of "give and take." The business house which will accommodate you will be accommodated by you, and if a man wants every pound of flesh from you, you expect the same thing from him, until he comes down to give you better treatment. I am a great believer in reciprocity, and I think that if we made treaties with foreign nations on the basis of reciprocity, about telling them that we will accord you this and that if you will give us so and so, such arrangements would be better and prove more profitable, both for those countries and for ourselves. A permanent tariff commission could suggest to our Government the proper lines on which such reciprocity treaties could be made.

I have now suggested what protection we need and want, and while I am on the subject, I also want to utter a few words in relation to the kind of protection we do NOT want. Congress having refused to give us what we do want is trying to smooth the path and make up to us, by substituting for what we do want something that we decidedly do not want, and that is "a duty on cotton oil" in this country. It stands to reason that before trying to sell their products to this country, the European crusher will want to fill the demand for oils in his own country, because on account of the high duty prevailing over there on cotton oil he is placed at a much greater advantage as against the American crusher than he is in this country, and there would be no object for him to try to sell oil in this country until he has absolutely captured the whole market for oils in his own country, and simultaneously with it, the American exports of cotton oil would cease. It is, therefore, self-evident that we do not need any protection in the way of a duty on cotton oil in this country, until our exports of cotton oil have altogether ceased, and while they are decreasing and have been decreasing for the last ten years, in proportion to our production, I hope it will not come to that, that we shall lose our exports altogether, and I hope that our Government and our Congress will wake up before it is too late, but if it should come to that, that we lose our export trade altogether, then, and only then, will a duty on cotton oil in this country be needed. It is just as absurd to put a duty on cotton oil in this country as it would be to put an import duty on coal in Newcastle, or on wood in Sweden, or on oranges or grapes in Italy and Spain, or on coffee in Brazil. Let us refuse to accept a duty on cotton oil, which is of no use whatsoever, and which is ridiculous even to suggest. As a substitute for what we do want and what we do need, we should refuse to accept this duty on cotton oil.

Having fully demonstrated that we do need protection, and having shown how we need it, and how we do want it, the third point comes in evidence, and that is: Are we entitled to protection?

Gentlemen, thirty years ago cotton oil, cottonseed meal and cake were unknown. Cottonseed was a waste product that everybody wanted to get rid of and nobody was willing to pay a cent for. I am told that there is still a law in one of the Mississippi States, which says, "that cottonseed must be thrown in the Mississippi River, only in certain places, so as not to obstruct the course of the river," and to-day gentlemen, this same waste product of thirty years ago is selling at the same price as that staple article, corn. This country realizes about two hundred million dollars a year from cottonseed products now, and we ship about eighty million dollars worth of it to Europe. Is there any other industry that can show such progress; which can show that it has so enhanced the value of any product grown in this country? Is there any other industry here which has so added to the prosperity of our country? And this wonderful work has been performed by the cottonseed crusher, and if there is a man in the United States who is entitled to consideration, gratitude and the

protection of the Government, it is the crusher. He has had to face the hardest difficulties, he has had to tear down the prejudices of the farmer. He has had to show the farmer where his interest was, and instead of reaping the benefit of it himself, the farmer has done so. The crusher has had to encounter obstacles in the way of prejudice also amongst the consumers. He has had to fight and to work for the education of the consumer, and at that, he is to-day selling for 6c. per pound, a cooking fat, which is every bit as good as 35c. per pound butter, and very much better than 14c. per pound lard. It is as pure a product as was ever put on the market, and when we realize how this cottonseed, in its growth, is protected by pure cotton all around it, why shouldn't cotton oil be as pure a vegetable fat as we have ever grown. The crusher is also selling for about the same price as is prevailing for corn and wheat bran, his cottonseed meal, which as cattle food contains twice as much protein as corn, and three times as much as wheat bran. At the price at which these articles are selling to-day, the crusher, it can be said, is almost giving the consumers a present of half of what he sells them.

After taking into consideration all that the crusher has done, is it really necessary to ask the question: Is the cottonseed crusher entitled to protection, or is he not? If there ever was a man who was entitled to it, it is the crusher, and I defy any man, with a sense of justice, to name another industry in this country, which has done so much good for both the farmer and the consumer of this country, as the crusher has, and gratitude, consideration and protection to all of which he is more than entitled, should be given in

the fullest degree to the crusher by our Government.

Committees and Cablegrams.

The following committees were appointed: Committee on President's and Secretary's reports and reports of Bureau of Publicity: E. M. Durham, B. F. Taylor, J. W. Allison.

Committee on change of by-laws: J. W. Allison, L. A. Ranson, Ed. Woodall.

Committee on death of George N. Aldridge of Dallas, Texas: F. H. Bailey, J. W. Allison, J. J. Culbertson.

Committee on death of R. V. Garner, of Mississippi: E. M. Durham, Geo. B. Alexander, W. H. Madden, A. L. McKee, J. E. Perry.

The following cablegrams were received and read:

Bordeaux, France, May 18—Prest. H. J. Parrish, Memphis, Tenn.: Greetings and best wishes for a successful meeting. My thoughts are with you. Julien L. Brode, Special Agent, United States Government.

Marseilles, France, May 18—Prest. Interstate Cottonseed Crushers' Assn., Memphis, Tenn.: Heartiest greetings and good wishes for the success of your convention and for mutual co-operation, initiated by Special Agent Brode. (Signed) Syndicat Commerce Huiles (Marseilles Oil Association).

The convention then adjourned for luncheon, served a la Fourchette, in the adjoining building.

AFTERNOON SESSION

The convention reassembled at 3 p. m.

PRESIDENT PARRISH: Mr. Edwin Lehman Johnson will now give us his suggestions for promoting accuracy in the sampling and analysis of cottonseed products.

Suggestions for Promoting Accuracy in the Sampling and Analysis of Cottonseed Products

BY EDWIN LEHMAN JOHNSON, B.P., MEMPHIS, TENN.

Since Mr. Allison has put my summarized speech already in a booklet and published it, it leaves me freer to talk to you in a common way; therefore, I will omit the dry statistics and dry argument which every chemist will tell you is of at least 92 or 93 per cent. dry matter. I think perhaps I should say that I feel confident that what you want, both buyers and sellers of cottonseed products, is not to take advantage of each other, at least while you are here in this social gathering, but simply to have your rules framed and have your work done so that accurate and exact samples for a basis may be taken of what you sell, and accurate and faithful analyses made, and that because you deliver your settlements exactly in accordance with the stuff as it stands.

Beyond that as business men you care very little. You do not care to have an elaborate set of rules with arrangements or chemical formulas in them. You want to transact your business quickly and promptly, and if claims arise, you want to settle quickly and without losing a good customer, and along this line I will talk to you.

Too much cannot be said of the importance of sampling cottonseed products or any products. At the School of Mines in Columbia College they made us take a sample of good ore, running from four to five dollars a ton, and work it over and over. Since that time I have been through the sampling works of Colorado and their work in getting a sample of iron not worth over \$4 a ton is almost as much as a large sized oil mill, and the work before making the analysis of the sample is more than that involved in making an analysis itself. They make borings in these mountains, take out tons of ore, and take them down to the

assay house and run it through machinery, which cracks it and quarters it, grinding it to a powder and then taking out about ten per cent. of the material, and then put that, on a floor and shove it up into a pile and put it through pronged forks, which take up about one-tenth of the latter; then mix that good, until they get a small sample run through their laboratory.

Now, gentlemen, we need not be willing in our industry to go through all that particularly, but it shows that they consider it important on even low-grade stuff, but while we have nothing except cottonseed hulls which run as low as that, it shows we can readily study it for a time.

What a Good Sample Is.

Now, let us see what is necessary for a good sample. Oil is the easiest from which to get a good sample. Refined oil is practically homogeneous. Crude oil is a little more difficult. In the ordinary way it is sampled, I believe, by simply sinking a vessel or tube down into the tank car and taking a sample from it. That is a method of sampling that is unusually fair to the seller, but if the sample is drawn through the tube down in the car so that the mouth of the bottle or vessel drawing the sample is lower, below the foots, then the sample becomes an exceedingly unfair one to the seller. It would be far better in the sampling of liquors if the material could be agitated first through the whole tank. The material taken at the mill is almost an exact sample of the material taken, and I suppose every mill man now appreciates the importance of taking a sample for his own benefit out of the car after filling.

If the refiner would run an air blast for a few minutes in the car before sampling, he would get that sample, which would be a square and fair sample. To guard against the possibility of the sample taken out at the other end, or being an unfair sample, as far as settlements are concerned, it would be an excellent plan if the mill would draw a

sample from its tank and fill a four-ounce bottle, and then send it to the arbitration board to compare with that sent from the refinery. If the amount of foots in the sample from the refinery was in excess of that sent by the mill, it would indicate that the sampling had been done too low down in the tank and consequently not a fair sample.

In soap stock you have the cheapest and commonest product of cottonseed manufacture. You have not only the most scientific method of sampling, but also the selling of all cottonseed products. I suppose that is due either to one of two causes—either the buyers or refiners have more confidence in each other than in the oil mills, or else they know all about chemistry on both sides, and they have arranged a system which both directly understand and which is fair. You know soap stock is sampled by taking two pounds from ten pounds taken out of a car, and soap stock is sold on the basis of fifty per cent. of fatty acid of the soap stock.

I am satisfied that at some time our refiners will wish that they have not agreed to have some plan in the buying of cottonseed oil, simply because it will lend an added inducement to making a better oil and the products will be better. There is no need of hurrying anything of that sort. I think it will be done in due time.

Cottonseed meal is another easy material to sample. All they do is send the tryer halfway through the sack, so that the meal on the inside as well as the outside is taken, not the dryest meal on the outside or the dampest meal in the centre. And to the bag of cottonseed meal is, when it is made, a very large number of cakes are divided up and mixed in the process of breaking, elevating and conveying, so a sample can hardly represent more than at least a ton of material, and the provisions you have made for sampling a certain number of sacks almost guarantee you are getting a fair sample.

Equally important with the sampling of the meal is the retention of the sample of meal in its original condition. If the sample were drawn and then two per cent. hulls mixed with it before analysis, you all see that would be an exceedingly unfair sample. If 2 per cent. of hulls were taken out you see that is an unfair sample. Yet it frequently happens that it gathers a loss of two per cent. of moisture, although not intended so, to make the sample any different. The result is just the same.

That is what has given rise to this argument with reference to the moisture in cottonseed meal. The important thing, then, is to keep the sample in its original integrity, and that may be easily done by taking the sample as soon as drawn and thoroughly mixed and putting it in any air-tight vessel, or simply a molasses can with a wide top and rubber band around it, that you can shove home with the palm of your hand, and keep that sample as it was drawn indefinitely. The result will be the same at the laboratory as it was at the point delivered at the time the sample was taken.

Linters have been rather a joke to the cottonseed industry ever since a certain broker in Chicago was shown a telegram from a young lady operator there asking him what linters were. He said to her: "It is very well you brought that telegram to a staid old married man like I am. Don't let any of the young fellows see that telegram." It is bad enough to be a joke on the Chicago Board of Trade, but in our efforts to make more and more linters and our idea of improving separation thereby, we have carried the appearance of the linters until they look even worse than the joker made them. And in this connection I will say some crushers in Memphis have made some very important experiments in improving the quality of linters, and I hope some of you gentlemen will get hold of them and ask them if they have not made too much money to give you the information.

Cake Is Hard to Sample.

Now we come to cottonseed cake, which is a hard article to sample accurately. This is so for several reasons. An individual piece of cake actually caked comes out of a single

press, and there is no guarantee that the pressure on that press is the same as the other press, and there is no guarantee of the same pressure on that press from one week to another on a batch of meats. It might be a fair representation of one week and of that one press, and consequently to get a fair sample it is necessary naturally to take more cake than it is to take cottonseed meal.

Further than that, take an individual piece of cake and you will find possibly one end is thin, or the center is thick. Now, in taking that sample, which shall you take? It is almost an impossibility to take a sample of cottonseed cake from any car and get a fairly representative sample from that car as far as chemical analysis is concerned, and as far as physical appearance; then you must all take that in consideration. You can get a fair sample, the inspector can take out pieces fairly representative. But, as far as chemical analysis is concerned, it is almost an impossibility to get a fair sample of a cake.

I have noticed some proposed change in your rules with reference to that. After careful consideration of it I am heartily inclined to think it would be an improvement over the old method. The old method depends upon the ability of the inspector. If you choose a good inspector you are more likely to get a fair average of a cake in a



LUTHER A. RANSOM,
Atlanta, Ga.

Ex-President and Member of the Executive Committee.

car than you are by taking half a dozen samples at random. As a matter of fact that should never be done, but taken at prescribed intervals through the mass of material. If you take a sample at random one inspector might get a sample that differs as much as one-half of one per cent. of ammonia from another sample.

I was glad to give you a little clearer or more definite suggestion with reference to sample inspectors. I think you will have to take some time and give some study before you arrive at that conclusion. I have talked with several gentlemen familiar with conducting mechanical devices, and one suggested to me that we ought to cut a small disk a half inch in diameter right straight through the cake. If that could be done it would give you a piece of cake that with both physical appearance of the cake and when delivered to the chemist enable him to make a fair analysis of the cake showing its actual contents.

You have hardly time enough to arrange anything of that sort and it should not be done without first giving careful consideration to the machine to use and the number of cakes to be taken and the exact position upon the cake where the disk is to be taken.

A simpler plan and one entirely satisfactory to the chemist, but which gives you no physical appearance of the cake, would be boring. Just bore straight through the cake and mix all the borings together and send them to your chemist. That would be more apt to give you a fair sample of the cake than to get it any other way.

And as to sampling of cottonseed, it is not done with the same commonness as with other samples. You will have no difficulty if you take the portion drawn and mix it thoroughly by working it from corner to corner and center to center until the whole mass stands in a little pile; then divide that in half and then in quarters and taking that through the same plan you will get a very fair sample by getting a fair proportion of the dirt and trash and stuff of that kind mixed through it.

These grades represent the different varieties of cottonseed products and I have attempted briefly to outline the best means of getting a correct sample.

How to Get a Better Analysis.

Now, how to get a more definite analysis. A subject which I think is just as interesting and as important to the buyers as to the sellers and just as important to the customer as it is to both of them. We have in oil a refining loss test which is not a chemical test but which is answering its purpose very well at the present time. It affords quite a number of variations, and as I stated some two years ago at Atlanta would be well to carefully overhaul. It is the free-fatty acid test, and is a very exact test. It is one of the most satisfactory changes and a very great aid in checking up of refining loss and determining whether the sample is prime or not without going into the definition of the rules. However, if the grade of the cottonseed oil could be made more in connection with the free-fatty acid test and some scientific chemical test substituted for the loss test, the way would be had upon determining the loss. Until that time has come and you have a more accurate method of analysing, it will hardly be worth while to sell oil as soap stock is sold.

Now, another important test is the ammonia test upon cottonseed cake and meal, and has given rise to further discussion. The ammonia test is one of the most accurate, too, of all the tests we have, and we must remember this one thing. We are making in our business a far greater demand upon the ammonia test than ever made upon it before. It is more necessary for us in our business to have an accurate ammonia test than it is for the agricultural colleges and the experimental stations. They need to determine whether or not the meal is above or below a certain standard. With us, if it is below a certain standard then it amounts to dollars and cents.

The ammonia test is commonly made and prescribed by the chemist as about one-tenth of one per cent. We can hardly claim greater accuracy than that. That means it is within about 30 cents per ton of value of ammonia in the cottonseed meal. Thirty cents per ton of value of ammonia in the cottonseed meal is very often all the profit that the buyer makes upon that meal. And if the ammonia test falls below that, a difference of 30 cents a ton may make all the difference between the profit and loss upon the transaction.

I am inclined to think it is well for us in a volumetric test to make this test upon a large quantity of the sample. In that way we can make that test accurate within one-twenty-fifth or possibly one-fiftieth of one per cent., which would reduce all possible discrepancy from 30 cents per ton to one-fifth or six cents per ton. One per cent. of a ton is only twenty pounds, or twenty cents in value. A half per cent. in value is ten cents in value, so 30 cents in a ton is somewhat light, but in order to do that it is necessary for the chemist to digest or boil over the volume of sample for a longer time than at present.

It would take more of his time and it will be necessary in fairness to the chemist if he does this to give him something more than the customary fees for making the analysis.

At the present time the present fee for making ammonia analysis is a fair one, but if we want analysis within one-fiftieth per cent. it would be necessary, I think, in fairness to the chemist, to increase somewhat the fee for analysis. But that does not apply to all, for there are only comparatively few samples of cottonseed meal that fall below the guaranteed price. When these below samples can be made upon this accurate analysis, a small increase in cost makes very little difference.

The System and the Chemists.

This brings to a close, gentlemen, what I had in mind to give you with reference to sampling and the analysis of the cottonseed products, with the exception of this: Our system fosters the use of a single chemist as an official chemist in our different organizations. I think you would get, as I have made the point in my letter to the committee, more satisfactory results if you will either provide some check upon the official chemists or if you will arrange so that the analysis shall be official instead of having simply the chemist official.

The chemists of this association and of the cottonseed industry—and for the moment I would prefer that you do not consider me one of those, in order that I may speak more frankly with reference to them—have added much to your business; they have made the hard places easy. They have prevented numerous law suits and made international trade far more satisfactory than ever before. You probably do not realize how much the chemists have done unless you are deprived of their services and compelled to go back to the old way. These gentlemen are entitled to the greatest consideration at your hands.

They are entitled, gentlemen, to something more than merely criticism and the scanty pay which they receive at the present time—you will remember now I am not speaking for myself. If they were paid compensation that will bring them in a fair income, you can get a better analysis and more satisfactory work. And you might employ chemists more largely in your factory and less in your role of arbitration. If you get the chemist to assist to make your goods right, you are less called upon to pay claims with regard to them, and you are paying something not in addition to a loss already sustained, but something which is simply a part of what your chemist is saving you. I think this tribute from me is due to the chemists who are connected with the cottonseed industry.

In conclusion, I want to say that I hope we will have no skirmish among the chemists upon this floor and this prize ring. I think if anyone is in danger on that score, probably I am, for in looking over that book I am the only one who admits that chemists ever make mistakes. Now, gentlemen, to prevent damage to myself and to clear myself I wish to call your attention to the fact that since the other chemists do not admit making mistakes, consequently they never make them, and consequently all said applies to myself only and not to the rest. (Applause.)

The Convention at this point was favored with a recitation by Miss Modena Bradshaw of Rolling Fork, Miss.

PRESIDENT PARRISH: Do any members of the Convention wish to discuss Mr. Johnson's speech?

Comments On Sampling Methods.

MR. J. J. DRAWE, NEW ORLEANS, LA. Gentlemen of the Convention: I agree on Mr. Johnson's suggestion, with regard to the sampling of cottonseed products, especially on oil. There has been no method of sampling of oil in fact. I have adopted one down at New Orleans which seems to give universal satisfaction, in a way. I will describe the instrument right here.

Mr. Drawe here exhibited the instrument he speaks of.

We let this down quietly into the tank of oil and when you get done you get two gallons, and then you just take that up and throw the trap. And this glass here is put in to ascertain any foreign matter in the

bottom of the oil. We can sample pure oil with this. We have got as high as four to eighteen inches of water in the tank. Soap stock is sampled this way. When we take the entire top off without getting it full and pull this entire trap out and get the sample and put it into a bucket and get the equal part. This instrument has given satisfaction to everyone that has used it on the Southern seaboard and down in Savannah.

I think there should be some standard of sampling, because the mill man does not know what sample method was used at the other end. If he knows there was some uniform of standard or instrument, why, he would be better satisfied. It seems to me in the two years it has been used down there it must be good.

I agree with Professor Johnson, if he does not get an accurate sample, why his analysis cannot be accurate. That is as near as he can come to it. Our rules do not have any

Effect of Moisture in Cottonseed Meal As Effecting Settlement on Basis of Analysis

BY GEORGE O. HASKELL.

The occasion of this paper is that in the past there have been several serious discrepancies in the analysis of the same lot of meal by different chemists, and it has been proposed to remedy this evil by settling for meal on an arbitrary moisture basis.

There is no reason to be afraid of this subject because you are not expert chemists, and while I am roughly outlining the method of procedure of the chemist, such knowledge is not really essential to a consideration of the effect of moisture in meal, as affecting settlement on the basis of analysis.

When a sample of meal comes into the laboratory three separate parts are weighed out carefully on a very delicate balance or scale; one part for moisture, one part for oil and the third for the ammonia test. The fourth, protein, is calculated from the ammonia. These parts are weighed out, one immediately after the other so the meal will not have a chance to either dry out or take up moisture; in other words, so the three parts will have the same moisture contents.

To Analyze for Moisture.

Five grams of the meal are weighed into a dish and put into an oven, which is kept at the temperature of boiling water until the weight of the dish and meal remain constant—five hours has been found long enough. It is then taken out and weighed again and the amount of water or moisture which was in the five grams of meal thus determined. The weight of water driven off divided by the original weight of the meal gives the per cent. of moisture.

To Analyze for Oil or Fat.

Two grams of meal is accurately weighed and placed (in filter paper) in what is called a Soxhlet extraction apparatus. This apparatus is arranged so that petroleum ether (which is commonly distilled by the chemist himself from the best grade of commercial gasoline) comes in direct contact with the meal, thereby taking the oil into solution and carrying it into a previously weighed bottle. As the oil is the only part of the meal that is soluble in petroleum ether nothing but the oil is carried to the bottle.

This process should be carried on for six hours. At the end of that time the petroleum ether is evaporated from the oil and the bottle is placed in an oven, at a temperature of 212 degrees F. and kept there till the last remaining trace of petroleum ether is driven off. The bottle is then weighed again and the quantity of oil extracted thus determined, and the percentage of oil figured.

To Analyze for Ammonia.

Ammonia is a compound containing 82.35 per cent. of nitrogen and 17.65 per cent. of hydrogen.

One gram of the meal is, by the aid of chemicals and heat made to give up its nitrogen in the form of free ammonia, which is

standard method or instrument to be used in sampling oil. If there is anything better than this sample, why we could adopt it, but there should be some standard in sampling oil to be fair to the mill men and fair to the buyer. Now, we have no trouble when we have used this instrument. (Applause.)

PROF. JOHNSON: Mr. Chairman, I will make a suggestion since this device was introduced, that is this. If you gentlemen are anxious, both buyers and sellers, to get a more accurate sample through the inspector, I would suggest that you invite the assistance of the oil mill superintendents to get some device up that will either be approved or some other method to give you an accurate sample of a carload of cake.

MR. GEORGE O. HASKELL: I was asked at the meeting of the rules committee when in Hot Springs to write a paper on the subject of the effect of moisture in cottonseed meal as affecting settlement of basis of analysis.

distilled off into a definite amount of sulphuric acid of a known strength. Experience tells the chemist when the distillation is finished. The ammonia neutralizes a part of the sulphuric acid. To find out how much ammonia was given up by the one gram of meal and put into the sulphuric acid, it is necessary to know how much acid was neutralized. This is done by putting just enough caustic soda solution of a known strength into the acid to neutralize the balance. Knowing the original weight and strength of caustic soda solution, we are able to figure back the amount of ammonia and thus get the percentage of ammonia.

To Analyze for Protein.

Protein is a substance that produces the lean portion of the meal. It is the nitrogen or ammonia contained in cottonseed meal. By taking chemically pure protein, chemists have found it to contain 16 per cent. of nitrogen and 19.41 per cent. of ammonia. As these percentages are constant, the protein in cottonseed products is arrived at by multiplying the nitrogen by 6.25 or the ammonia by 5.15.

Now it is essential that we have a thorough understanding of what is meant by per cent.

Per cent is an abbreviation for per centum and means "with the hundred." For instance, if we say meal contains 8 per cent. moisture, we mean that with every 100 lbs. of that meal there are 8 lbs. of water. If we evaporate all the water, and obtain an absolutely dry meal, we would find that we had only 92 lbs.

If we had evaporated off only 1 lb. of water, we would then have 7 lbs. of water and have the same 92 lbs. of dry meal, a total of 99 lbs. This 99 lbs. of commercial meal, consisting of 7 lbs. water and 92 lbs. of dry meal would not run as low as 7 per cent. moisture, for 7 per cent. of 99 would only be 6.93 lbs. To find out the per cent. of moisture contained in meal, after we have reduced the weight from 100 lbs. to 99 lbs. by drying off one pound of water, we would divide the remaining 7 lbs. of water by 99 lbs., the total weight of the material left. This would give up 7.07 per cent. moisture.

Now suppose this meal had contained along with 8 per cent. moisture, 8 per cent. oil, that would mean that with this 100 lbs. of meal and incorporated in it were

8 lbs. water

8 lbs. oil

84 lbs. other material

100 lbs. total

After drying out 1 lb. of water we have

7 lbs. water

8 lbs. oil

84 lbs. other material

99 lbs. total

You will note by drying out 1 lb. of water

the weight of the meal is reduced to 99 lbs.

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we have not changed the quantity of oil and other material, but we have changed the per cent., for, whereas we originally had 8 lbs. of oil in 100 lbs. meal, we now have 8 lbs. oil in 99 lbs. of meal, therefore the per cent. of oil in this 99 lbs. is $8 \div 99$, or 8.08 per cent.

I wish to impress this point very strongly, for in it lies the essence of the effect of moisture in meal, when settling on the basis of protein and fat contained in the meal.

With the drying out of moisture, we increase the per cent. of protein and fat, but we decrease the weight by reason of the drying out of water, by such an amount that the total weight of dried meal, multiplied by the increased per cent. protein and fat, gives the same number of pounds of protein and fat as the original total weight of meal multiplied by the original per cent. protein and fat.

When meal is sold on the basis of protein and fat, it is assumed that the protein and fat content is the only part of the meal that is of value. As we all know, this is not a strictly correct assumption, but it has grown up as a convenient trade custom. Now then, assuming that the protein and fat contained in the meal is the only portion that has a value, when we sell 100 lbs. meal guaranteed to contain 8 per cent. oil and 43 per cent. protein, giving a total of 51 per cent. protein and fat, what is it that the buyer pays for? As deductions or premiums in price are to be made for a lesser or greater amount of protein and fat, it is, of course, 51 lbs. of protein and fat that he pays for.

If we sell 100 lbs. meal, guaranteed 51 per cent. protein and fat and on delivery the sack is found to contain 100 lbs. of meal analyzing 12 per cent. moisture and 51 per cent. protein and fat, the buyer of this 100 lbs. meal has received his 51 lbs. protein and fat, and along with it 12 lbs. water and 37 lbs. other materials that are known as carbohydrates and fibre.

If he buys from another party another sack of meal of 100 lbs. weight, guaranteed to contain 51 per cent. protein and fat, and finds on analysis that this sack contains 4 per cent. moisture, 51 per cent. protein and fat, he has actually received his 51 lbs. protein and fat and 4 lbs. of water and 45 lbs. carbohydrates and fibre. He bought from each of two parties 51 lbs. protein and fat contained in 100 lbs. of a commercial article known as cottonseed meal. From each he received 51 lbs. protein and fat and 49 lbs. material, whose value is not considered in the trade.

In the meal received from one this 49 lbs. consisted of 12 lbs. moisture and 37 lbs. carbohydrates and fibre.

In the meal received from the other it consisted of 4 lbs. moisture and 45 lbs. carbohydrates and fibre.

Though the moisture varies widely in these two 100-lb. sacks, in each instance, the seller delivered what he sold. No more and no less, viz., 51 lbs. protein and fat, contained in what is commercially known as cottonseed meal.

Suppose now that the sack of meal that originally contained 4 per cent. moisture, 51 per cent. protein and fat and 45 lbs. carbohydrates and fibre, had gained moisture in transit between the seller and buyer and on analysis had it was found to contain 8 per cent. moisture. It would then be found to contain 48.87 per cent. protein and fat, but on weighing the sack it would be found to contain no longer 100 lbs. meal but 104.35 lbs. meal; for it could not gain in per cent. of moisture without gaining a proportionate amount in weight, 104.35 lbs., the weight of the sack as it arrived, multiplied by 48.87 per cent. protein and fat. The per cent. found in meal as it arrived gives 51 lbs. protein and fat, which was what the buyer paid for.

Put shortly, when meal gains moisture it will cause the percentage of protein and fat to be decreased, but the weight will have increased by such an amount that its new weight, multiplied by its new per cent. protein and fat, will give the same number pounds protein and fat.

If you will consider this a moment you will see that this must be so. The only way that there can be a change in the per cent. of moisture is for the moisture to be absorbed or evaporated; and moisture cannot be absorbed without causing a gain in weight and vice versa.

I have now shown that if any basis of moisture be chosen other than the moisture actually contained in the meal a proportionate deduction or addition, as the case may be, will have to be made to the weight on which settlements are based, and that any deduction for deficiency in protein and fat would be offset by an allowance in weight. If reports from two chemists did not agree as to the per cent. of moisture, we would be at a loss as to how to make the proper correction in weights.

It is now pertinent to consider briefly the cause of difference in analysis by different chemists, on samples purporting to represent the same lot of meal and purporting to be in every respect similar.

It is exceedingly rare that the analysis reported by a reputable chemist is not a correct analysis of the sample on which he worked, and in almost every instance in which two chemists disagree it is because

the samples furnished them, that were supposed to be the same, were not the same. This difference may arise:

From one or both samples, when sent in paper envelopes, absorbing or losing moisture. Such a sample does not then represent the shipment, for its per cent. of moisture is different from that of the shipment, and consequently its per cent. of protein and fat will be different.

From not thoroughly mixing the original sample which was divided between the chemists, in which case no sample received by either chemist represents the average of the shipment.

There may be other causes, but these are probably the most common.

The remedy lies in more careful sampling than has heretofore been customary and in taking steps to keep the sample in the same condition as regards moisture that it was when weighed. Your Rules Committee has provided for this in their rewriting of Rule No. 34, covering the drawing of samples, which provides, among other things, that meal samples be kept in air-tight glass jars, to be opened only for the purpose of analysis.

PRESIDENT PARRISH: We will now have an address by Mr. Barrow.

The Uniform Moisture Basis for Reporting Analytical Results

BY E. R. BARROW.

A short time ago the Rules Committee of your association met in Hot Springs, Ark., for the purpose of receiving and considering suggestions intended to simplify and amplify the rules governing transactions in cottonseed products. Among others was the suggestion that inasmuch as variations in the degree of moisture in cottonseed meal and cake will cause variations in the amounts of protein, fat, etc., that all statements of these constituents should be reduced to a fixed moisture basis, and for the purposes of settlement that these values should govern. It is my purpose to attempt to aid you to a fuller understanding of this subject, which has the appearance of being somewhat technical, but in doing so I will endeavor to get away from the chemist's viewpoint and consider its practical application in the everyday conduct of your business, whether you be buyer or seller, manufacturer or consumer.

The accuracy of chemical analysis is almost constantly under discussion, and it seems natural that it should be so when we understand and appreciate the growing importance of chemical work in conjunction with the cottonseed products industry. Almost daily immense sales and purchases are made on the basis of a single analysis. The number of mills which depend to a very large extent upon the report of their chemist in the regulation and control of their manufacturing processes is steadily increasing. Claims and differences are frequently more speedily adjusted on the result of analyses obtained through the various channels of arbitration. Therefore, it is quite natural that this association should interest itself in any discussion or suggestion which might have for its end even a partial solution of the vital question of obtaining more accurate, trustworthy, reliable and uniform data on which to base its calculations. The question is so important that it seems to warrant almost anything in reason being done to prevent a loss to either buyer or seller, and I am quite certain that the chemical profession will be among the first to welcome and appreciate any improvement which would place greater assurance upon the accuracy of their results.

The causes and conditions effecting the accuracy and, we might add, uniformity of chemical analyses in general, are many and varied; therefore, before entering a discussion of the effect of changes in the moisture content, it must be fully understood that this

is but one of a number of conditions which may frequently influence the results. Particularly is this true in agricultural analysis—the branch with which we are concerned. Here the conditions are more complicated and varied. Here the substances with which we have to deal are exceedingly complex in nature. Many of the absolutely exact conditions attending the analysis of mineral substances are entirely lacking in this branch of chemistry which comprehends the analysis of materials of animal and vegetable origin.

First of all, it must be presupposed that the analyst is qualified by education, experience, equipment and like requisites to perform careful and accurate work.

I believe it is universally understood and admitted without argument in the chemical profession, at least, that the only proper way of comparing analytical results on substances of similar nature containing moisture or water (and this practically includes every conceivable substance of organic composition) is to reduce, by calculation, all percentages either to a "water free" or uniform moisture basis. It is a more general practice to reduce to the "water free basis" because of the simplicity of the calculation. Such comparisons are not infrequent in analytical work related to many branches of industrial chemistry. The application of the suggestion to analyses of cottonseed products, for purposes of comparison only, is not a new idea or discovery, although as a means of ascertaining the commercial valuation of meal or cake I believe the suggestion enjoys the unique distinction of being entirely original. Some ten years ago when I first entered the employ of a company extensively engaged in the manufacture of cottonseed products, it was a requirement of the chemical department that all analyses should show both the actual amounts of protein, fat, etc., found by analysis, and for convenience of comparison these results were reduced to a dry basis. During the six years I remained with this company every analysis on cake or meal was reported on a dry basis, together with the true analysis, and I am informed that this company has continued the practice to the present time.

Occasionally there was a tendency to confuse the higher figures for protein, fat, etc., with the figures indicating the actual result, and the laboratory was called upon to explain the meaning of the term "dry basis" on more than one occasion. When it is understood that this company operated a large number of crude oil mills whose work it was desired to compare from time to time, and

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when we bear in mind that the only exact way to compare a number of analyses of similar materials is to reduce them all to a common basis of moisture, the reason for reporting the dry basis will appear obvious.

In the fertilizer factory operated by this company it was also the custom to report both the results found by analysis and the same results figured to a uniform or fixed moisture basis, such as is now proposed for adoption. It seems unnecessary to say that the commercial valuation of these products was derived from the content found by analysis, and not the fictitious values obtained by a mathematical calculation intended solely as a more exact and convenient method of comparison.

If you have read the chemist's replies to Mr. Allison's letter which brought this subject to the attention of the association, you have found very few practical arguments—beyond the indication of approval, going to show that a commercial classification on this basis would be fair and just to all parties concerned in any transaction. I believe you will insist that your rules must have a practical application without creating an undue loss to either buyer or seller. On the other hand, it appears to be almost certain that its application would be impracticable, if not unjust and unfair to one or the other.

It is not my purpose to burden you with a lot of figures and calculations intended to illustrate the application of this suggestion from a technical viewpoint, but I will ask you to consider the question from your own attitude, whether you are buyer of seller, broker or manufacturer, by assuming a transaction to occur with such a rule in force.

A buyer located, say, in Orono, Me., wires a broker here in Memphis to buy "100 tons 41 per cent. protein meal," which I believe your rules provide, unless otherwise specified, shall be "weights and quality guaranteed at destination." The broker, as agent for the buyer, places the order with a mill located in Arkansas or Mississippi. In the course of a few weeks he receives the buyer's claim for 1.3 per cent. deficiency in protein on the 100 tons. Accompanying this claim is the analysis of the Maine Experiment Station showing the meal to contain 39.7 per cent. protein and 10 per cent. moisture. Now our rule provides that the statement of values must be computed on the assumption of 7 per cent. moisture, regardless of what per cent. the analysis may show.

Now we find by calculation that meal containing 39.7 per cent. protein and 10 per cent. moisture is equivalent to 41 per cent. protein when reduced to the 7 per cent. moisture basis, consequently there would be no claim allowed. The buyer says he received 39.7 per cent. protein and having contracted for 41 per cent. he is clearly entitled to the difference. He may insist that he is not concerned with or governed by the rules of the Interstate Cotton Seed Crushers' Association, but by his State food laws which distinctly require that he make a statement of the true composition of the feedstuff he offers for sale, and which will not accept a fictitious value based on an assumed calculation. However, he may be desirous of obtaining a quick settlement and if he is willing to accept this basis of valuation he would very probably insist that the weights should receive a similar adjustment. If, by this calculation we make 39.7 per cent. protein meal with 10 per cent. moisture equal 41 per cent. protein on the fixed 7 per cent. basis, then there should be a 3 per cent. reduction in the actual weights to compensate for the difference in moisture. In other words, the buyer should have to pay for 97 tons instead of 100 of 41 per cent. meal. In addition to this he would probably ask for a refund of freight charges on 6,000 pounds excess moisture.

This will serve to emphasize the fact that to calculate the results of an analysis on a moisture basis different from the amount found, without actually changing the moisture content to the same percentage at which the calculation is made, or in other words, without making a similar alteration in the

weights, does not change the true composition of the material.

A great many of you are not interested in domestic trades such as the above, your products reaching the markets of the world through the channels of export, but no matter what application you may make of the rule you will be confronted by the same insurmountable difficulties which will certainly complicate instead of simplifying your transactions.

The careful manufacturer, watchful of his press room work, adapting the changes in the methods of cooking to the conditions at hand, knows the impossibility of regulating the process to obtain a product containing the same amount of water in each and every charge. He knows that as the seasons vary from wet to dry the seed will contain much or little water. He knows that even in the same season seed from the same locality will contain different amounts of water. He knows that this variation will be much greater if the seed is from different localities which might happen to be hill or bottom lands. He knows that to properly operate his press room to obtain satisfactory yields he must make such variations in the cooking as will meet these conditions. He further knows that it would be unprofitable, if not

different operators should be thoroughly concordant. If the conditions in all cases were positive, definite and uniform, such would very probably be the case, but this is rarely true, and as a matter of fact, borne out by numerous comparisons and the testimony of unquestioned experts, the variations in moisture determinations are likely to be much greater than the variations in the determinations of either protein or fat. If a factor of more probable uncertainty is introduced into the process of fixing commercial values there is bound to result more confusion and dissatisfaction than we have at present.

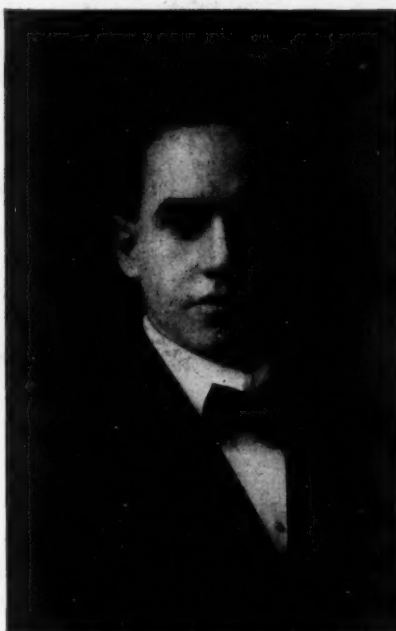
Because two supposedly identical samples of meal happen to show a difference in moisture content it does not necessarily indicate that the shipment which they represent has undergone a similar loss or gain in weight. The changes in weight of any shipment in sacks or bulk due to loss or gain in moisture is likely to be very small. Under our present system of sampling and sample preservation a difference in the amount of moisture shown may mean that one or the other sample has absorbed or given up moisture. It may mean that some of the oil has been absorbed by the paper container, producing a change in the true composition. It may mean that the conditions governing the two moisture determinations were not exactly the same, but it certainly indicates that in either case the sample does not fairly represent the shipment.

Under such circumstances we naturally look for a possible remedy to the existing evil. In this connection the uniform moisture basis was suggested by Mr. Watson as a solution of the difficulty. If we were positive that the changes in moisture content of a small sample represented similar changes having taken place in the large shipment, then it would be proper to make some adjustment of the value and weights of the product and some form of moisture basis would probably be applicable.

This leads us to the thought of a substitute for this suggestion which will include variations in moisture content at the same time embracing some of the other conditions affecting the uniformity of chemical analysis. I firmly believe that the solution lies in the matter of sampling. I desire to lay particular stress and emphasis on the three "P's" of sampling—procuring, preparation and preservation. The object of sampling should be to obtain in a small quantity of substance the same proportion of ingredients as may be present in the original material. The unit to be sampled may be one sack or a hundred tons, it may be a carload or a shipload, but with a material in which the fat and protein vary as in cottonseed meal or cake the sampling should be done with more than ordinary care. All haphazard or careless methods should be supplanted by exact procedure. Your rules should specify sampling a large enough percentage of the material to insure a result which will very closely approximate the original lot. The requisite parts having been properly drawn, should be put together and thoroughly mixed, being quartered and divided if necessary until reduced to the proper size. The samples should then be immediately placed in an air-tight glass jar or can to preserve them from any changes which might be caused by atmospheric or climatic conditions.

I do not feel competent to outline or suggest specific rules for sampling to be adopted by this association, as such rules should only be devised after careful study and investigation by men qualified to consider the conditions at hand and anticipate the possibilities of their application. Such rules should be practical without being crude; they should be scientific without being ambiguous, and they should be designed to secure the greatest accuracy attainable without making the cost of sampling prohibitive.

If this discussion of the uniform moisture basis will lead to a more comprehensive understanding of the great importance of accurate sampling, together with the adoption of simple precautions in the preservation of samples, I am sure that the members of this



JULIEN BRODE,
Memphis, Tenn.

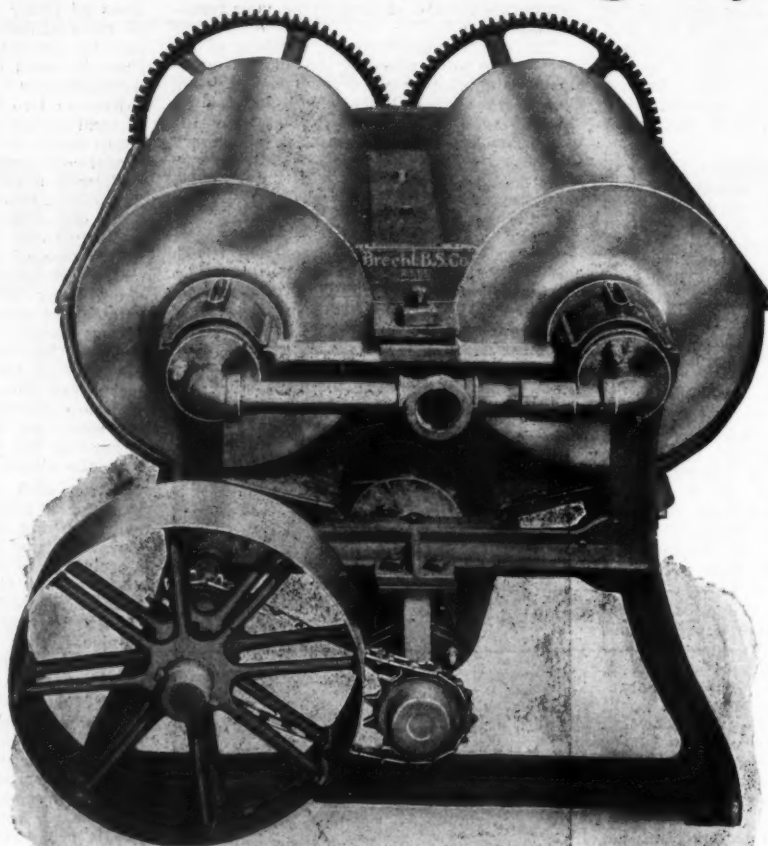
Government Agent for the Investigation of Foreign
Markets for Cottonseed Products.

suicidal, to attempt to turn out a product containing a fixed and definite amount of moisture in the face of these varying conditions which are entirely beyond his control. Should the necessities of these conditions force him to manufacture a product containing less moisture than the adopted fixed basis, he must submit to a proportionate reduction in the values of these products and fail to receive compensation for the full content of valuable nutrients which are found present.

Should the meal contain more moisture than the fixed standard it would permit a lower grade meal being tendered on a contract specifying a better quality, and the buyer would receive the short end of the deal.

In chemistry the term moisture simply means a loss in weight under certain definite and fixed conditions of treatment and from this definition it might appear that the determination of moisture in agricultural products such as cottonseed meal is a simple and easy task and that the results obtained by

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The finest and fastest cooling cylinders in the market.
Ribbon Conveyor.

The larger rollers are equipped with extended picker box (not illustrated). Machines are fitted with device for regulating film of material rollers pick up. Used in connection with Lard Refineries and Compound Plants. Product from Filter Press is pumped or run into Trough between Cylinders, which, revolving, carry product over surface, thoroughly chilling and binding same. Cylinders are coupled to brine or cold water pipes. Interior construction of Cylinders are so arranged that you get maximum efficiency from brine or water. Approximately 25% greater capacity than single cast iron rollers of like area.

These Cylinders are built in the following sizes:

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association will reap a rich harvest of benefits and receive a co-ordinate degree of satisfaction.

The proposed amendments to the rules for sampling, particularly in reference to cottonseed meal samples, are a decided step in the right direction. I hope that these changes will be adopted. By perfecting your methods of sampling you will eliminate the most fruitful source of error or discrepancy in chemical analysis. You will place a stronger guarantee upon the identity and correctness of samples than you have at present. You will compel the chemist to prove or disprove the accuracy of his work by destroying the loopholes through which he might crawl out.

The closer alliance and co-operation between the scientific workers and the actual agencies of production are bound to result in increased efficiency in your industrial development. It is gratifying to note that this relationship is rapidly becoming fixed and permanent. Truly it might be said that the

chemical profession as an aid to your industry should be properly called its affinity. I use the term "affinity" not in its lately popularized meaning, but in the interpretation given it by the science of chemistry. By affinity we mean that irresistible force which draws two elements closely together by mutual attraction to exist in harmonious union, and binds them together in such an intimate way that we are unable to separate them without destroying the usefulness of the combination.

MR. AARON D. ALLEN, ARKANSAS. Mr. President, I would suggest that a telegram of congratulation—an official telegram, sent by the secretary of this association—be sent to ex-President E. S. Ready, of Helena, Ark., congratulating him upon his marriage to-morrow. This suggestion prevailed.

PRESIDENT PARRISH: Mr. E. E. Dallis, of Atlanta, will now address the convention on "Practical Publicity."

Possibilities of Practical Publicity

BY ERNEST E. DALLIS.

Being a newspaper man, I believe that I should be read and not heard. I will have to be like the little boy of whom Senator Price of Georgia tells. His teacher told him that he must write a composition, and enjoined him, saying: "Now, Johnnie, don't write any fanciful and flighty composition, but simply say just what is in you." Friday came and Johnnie read as follows: "I have in me two pickles, a banana, a slice of pie, a green apple and my dinner." I will have to tell you what is in me.

This is the day of publicity. No business thrives without publicity—the more publicity the better the results. People are influenced in accordance with one's ability to interest them. In this enlightened day of advertising, which is just another and broader way of stating the art of publicity promoting, the man or corporation who does not advertise is lost, and he who does wins out. Advertising is a science; it is not an exact, but an empiric science. Certain facts and laws, which, when properly understood and adjusted, will produce certain results. To understand these laws and adjust these facts is of much importance to every one seeking a trade. To have the creative knowledge of a product which is good for so many purposes as that of cottonseed oil and not to diffuse this knowledge is to hide one of the greatest Southern lights under a bushel. There are possibilities in this industry yet unknown to those who think they know its possibilities best.

How many of you here know that cottonseed oil will make the best fish bait? At a recent meeting of the Georgia association at Lithia Springs one member of the association was approached by another and asked: "Do you know that cottonseed oil makes the best fish bait that I can find?" A vision, at once, appeared to the member questioned of making oil stay on a hook. Then of the oil mixing with water as the hook was dragged beneath the surface by the lead sinker. "I do not; how is that?" was his reply. "Well, don't mention it, but I found out that by baiting my hook with a pone of corn bread made with cottonseed oil compound, I can catch more fish than with any other bait." Thus does the possibilities of this great product enter the realm of the "nature fakir."

The trite saying, that "seeing is believing" is just as applicable to the cottonseed crushing industry as to anything else. There is no way this ocular demonstration can be made to better advantage than that suggested at our last annual meeting at Louisville by our former president in his annual address, when he suggested "an exhibition of cottonseed products." I take the liberty of recalling the following extract from that splendid address on this subject:

"There is no Southern industry that has been more beneficial to the country than the manufacture of cottonseed products. It

has established a permanent value for cotton seed, adding thereby over \$60,000,000 to the value of the cotton crop annually, even if only 60 per cent. of the seed is crushed. It has caused an advancement in price of Southern land of approximately \$75,000,000, giving employment to over 25,000 people. It has successfully entered into the manufacture of oleomargarine, in butter and other substitutes in the European markets, thus furnishing wholesome products in many sections where butter has become almost unknown. Its by-products have made dairying and cattle raising in the South possible and profitable. It has enriched the soil and restored abandoned lands to their original fertility, greatly increasing the yield of all products. If this meeting would appoint a committee to take charge of an exposition, illustrating these facts, to be held in some centrally located city in the South, offering the greatest inducement, either through municipal guarantee or through commercial or business organizations, I feel sure that the necessary amount to cover the expenses of such an exhibition would be raised and the most unique and most interesting and profitable fair would be made that has ever been gathered together in the South."

The practical result to our industry would be of incalculable value. To my mind, gentlemen, this is the most practical publicity this association is able to secure. Atlantians date their wonderful growth and progress of the Gate City of the South from the International Cotton Exposition of 1881. The next milestone in their tremendous march of progress and prosperity was the Cotton States and International Exposition of 1895. It is believed that these two expositions did more to advertise King Cotton, Atlanta and the South than any commercial events in their history.

Now that Queen Cotton Seed has ascended to the royal throne, it seems, nothing but right, just and proper that the regal reception should be given to all the world in her honor. The possibilities of such an exhibition are limitless. The number of articles made from the by-products of the cotton seed are almost countless, and it is practical to hold an exhibition of wonderful interest and instruction with nothing shown except something that can trace its origin to the cotton seed.

So favorably impressed were the Georgia and Texas associations with the idea that during last fall each gave a State exhibit. Personally, I know of the tremendous success of the Georgia effort. The State association had a choice location in the Agricultural Building, and was visited daily by from one to five thousand people, who learned for the first time of the many articles of value as a human, animal and plant food, to say nothing of the uses to which many of the by-products was made in the household.

The Georgia crushers were given a special day at the fair, known as "Crushers' Day," which was one of the largest attended and most successful days of the State Fair. A luncheon was served on the grounds, where everything was cooked with cottonseed oil compound, the ice cream, even, being made with cottonseed oil as a substitute for cream. This State exhibit awakened the keenest and most intense interest throughout Georgia, as did also the splendid exhibit made by the Texas crushers' association. If the small exhibits like the ones held in these States can do as much good as they did, the possibilities of an exhibit made with the backing of the Inter-State Association would be limitless.

Second only to an exhibition of cottonseed products, the most practical plan to pursue is through "hypnotism of the types."

In order to interest the American people along some new line of endeavor, no matter how attractive the subject may be, it is necessary, first, to educate them, and to educate them the easiest way is to interest them. It is with this end in view that newspaper men have been employed by organizations, associations and corporations to disseminate knowledge of whatever subject they have in hand in a newspaper style. It is well enough to say to buy a page in the newspaper and write a display advertisement for it. But to reach the general run of readers, for which all strive, it is better to use what is known as newspaper style, and have the education of the public conducted through the news columns. Realizing this, various publicity bureaus have sprung up throughout the country, and without an exception all have proven successful. Not the least of these is that of the Standard Oil Company, which has one of the best in the business; the Metropolitan Street R. R. Company of New York; the coal operators of Pennsylvania, and other large corporations and organizations, which were up to a few years ago being hammered on all sides by the public, but thanks to the work of these publicity bureaus in properly stating their side to the public through the press, the education of the masses is being carried on successfully and splendid results are being obtained.

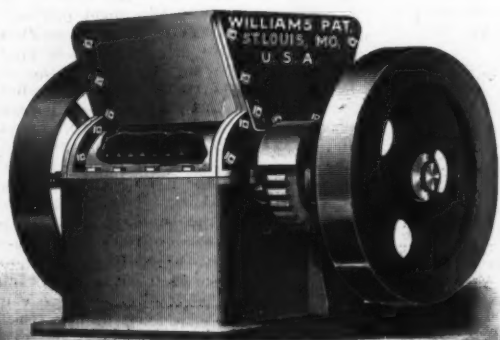
A publicity bureau of the broadest possible scope is an urgent necessity for this great and growing industry. By means of it the United States, and for that matter all the world, may be kept in close touch with the manifold benefits to be derived from the use of cottonseed products. Such a bureau should be established with sufficient appropriation to make it possible to be the fountain of supply for all information pertaining to the industry, the uses and value of all by-products of the cotton seed. It should be a general bureau of information, and should keep the press, the magazines and other news channels supplied with interesting and instructive reading matter dealing with all branches of the industry. An opportunity for such work is now awaiting you in Washington, where there is pending tariff legislation of such vital interest to our industry. Other interests have their publicity men there to furnish that horde of correspondents, representing every paper in the world, the pertinent live and interesting news stories in regard to their interests, which is effected by this legislation. What a wonderful force we could have with Congress should the press of the South become sufficiently aroused over our fate, which is being held in the balance by national legislation now pending. Recently, when there was a conference of oil mill men in Washington in regard to the proposed tax on oleostearin, I knew that it would be a good thing to have our side of this question set before the general public in a newsy and attractive way. For this reason I wired friends among the Washington correspondents where they could call upon this conference and get a good story, which they did, and sent it out throughout the South.

Had the Inter-State Publicity Bureau means with which to maintain a general bureau and employ a trained newspaper

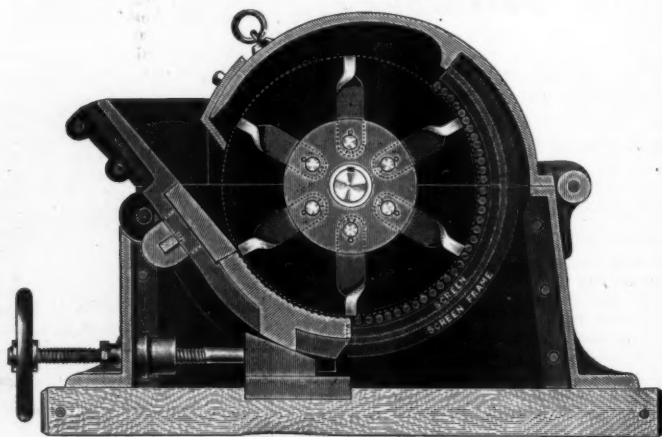
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BREAKER—6 Sizes



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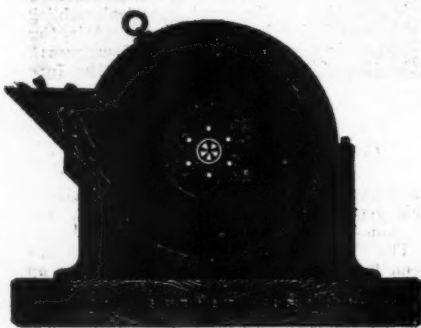
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Works: ST. LOUIS, MO.

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SAN FRANCISCO OFFICE: 428 Monadnock Bldg.

man for such work, he could have gone to Washington, gotten the desired information, written it out in a newsy form and had our side truthfully, accurately and clearly stated to all the country and secured for us an incalculable amount of good publicity. Such a bureau is a possibility and an urgent need of the association at an immediate date.

Our publicity work abroad is mainly in the hands of our Consuls and Mr. Julian Brode, of this city, who was recently appointed as special agent of the U. S. Department of Commerce and Labor to investigate the cottonseed products market in Europe. He has become our ambassadorial publicity promoter abroad, and incidentally the advance agent of prosperity.

The report of your Inter-State Publicity Committee shows that a small sum has been furnished Mr. Brode for publicity work over there. It would be money well spent if it were possible to give him ten or twelve times this sum for the opportunity of helping the industry in Europe, a new and most fertile field. Equal in importance is the opportunity for disseminating information in regard to our products through the agency of trained U. S. Consuls at every important point on the globe. Were this bureau able to do so, it would be worth thousands of dollars to have each of these Consuls furnished with information in regard to our products, which might be distributed in pamphlet form in the native tongue to all who might seek such information.

My talk on "practical publicity" must naturally take on a more or less personal vein and tell you rather what has been done than what is to be done, for I would be faithless to my task were I not to put into effect any project which might suggest itself to me that would tend to the advancement of this industry.

The Georgia association was first to organize a newspaper syndicate for the dissemination of these publicity articles throughout the State, following the original suggestion by Mr. Allison of Texas, the father of the movement. The fact that similar syndicates have been organized by other State associations is a proof positive that the idea was a good one.

This spring President Taft was in Georgia. Every day the papers were full of the smallest incidents connected with his stay in the South. Here was a chance. President Taft came to Atlanta to attend the now famous "Taft 'possum dinner," given by the Atlanta Chamber of Commerce. It was arranged to have the Taft 'possum cooked in cottonseed oil compound, which was done, and the story sent broadcast throughout the country.

I saw a good story in the New York World recently about the seventy-third anniversary of Uncle Joe Cannon's birthday, which was a splendid opportunity for a publicity story, but unfortunately it was not used. It seems that Uncle Joe is passionately fond of three things: Poker, smoking and corn on the cob. Recently he had a visitor at lunch with him in Washington, and ordered for their meal a dozen boiled ears of corn on the cob. When the bill came it was for \$18, which the guest paid and said: "Joe, do you eat corn here often?" to which he replied: "Yes, I eat corn on the cob here every day, which is about all I eat," and his Danville friend replied: "Don't you know you can board a damn sight cheaper at a livery stable?" I am sure this corn was boiled in cottonseed oil.

Editor Li Sun Ling, of the Hong Kong Daily Mail, made a tour of inspection through the South, accompanied by a staff correspondent of the New York Herald. A local cotton oil mill manager secured a big touring automobile to take the distinguished editor and the Herald correspondent to a nearby mill and explain in detail the cottonseed crushing industry. Mr. Li was intensely interested and took samples of everything and wrote a special article for his paper. In view of the fact that none of you here understands Chinese, I will not read it. The Herald correspondent wired to his paper a column article on this subject, which Georgia papers were glad to reproduce. These are

some of the practical publicity stories being printed in Georgia.

Last year the Belgian Consul at Philadelphia made a tour of the South, inspecting commercial conditions and looking into the cottonseed oil industry, with a view to making a special report to his government on this subject. He was greatly enthused over this industry and it was easy enough to secure a talk with him on the uses our products were put to abroad. This furnished a widespread and interesting article.

As the child is father to the man, another line of publicity promoting has been undertaken with great success in South Carolina, Georgia and Texas. To Mr. B. F. Taylor, the chairman of the Inter-State Publicity Committee, is due the credit for originating the composition contest idea, and each of these States offered one hundred dollars or more in gold for the four best compositions written on some subject selected. Last year the Georgia association used as its subject "The Uses and Value of Cottonseed Products." This year the compositions are being written on "Cottonseed products as a Human, Animal and Plant Food." Last year over 10,000 compositions were written by as many children in the State of Georgia on this subject. It is believed that one-half



JOHN ASPEGREN,
New York, N. Y.

Author of one of the interesting papers.

as many more are engaged in the contest this year. The winners of this contest will be announced in June.

The State Department of Agriculture has been flooded with requests for literature on this subject, and the State School Commissioner has sent out a special letter endorsing the composition contest and calling upon the county school commissioners to stimulate interest in it. Through this means it is believed that the next generation will use nothing but cottonseed products wherever the same can be used.

Having gotten successfully into the schools, this association has succeeded in securing the co-operation of agricultural colleges of the State in disseminating valuable information in regard to our products.

Last year there was operated in Georgia for forty days and traversing nearly every county in the State an "Agricultural College on Wheels." The publicity committee of the Georgia association had on board this train some member of the association every day. These members were given an opportunity of lecturing on the uses and value of cottonseed products at every stop. To review

and value of these talks is incalculable. This year the association accepted an invitation from President A. M. Soule, of the State Agricultural College at Athens, one of our speakers, to hold a conference with the prominent planters, cattle raisers and dairymen of the State of Athens, during the month of April, which met with signal success. This meeting not only served in bringing all of these interests in closer harmony, but was also the means of furnishing columns of practical publicity to the good of the association. Singular success has crowned the efforts of the other State associations, and I am sorry that my limited time prevents me from reviewing their splendid work.

Gentlemen of the association, the possibilities of practical publicity are as limitless as the uses to which our products may be put. I believe that our industry is in its infancy. We are growing rapidly, but we want to grow even more rapidly. As fast as we interest and instruct, in like proportion will the consumption of our products become. We call upon the planters to fertilize heavily in order to make a heavy yield. If we want to make a heavy yield, we must apply the same good method, and the best fertilizer we can get is publicity.

With an exhibition of cottonseed products in some centrally located city in the South, an enlarged and empowered publicity bureau, furnishing instructive and interesting articles to the press of the country, with the establishment of a branch office in Washington, where we could keep in close touch with the government reports, and furnish the government with accurate and truthful facts in regard to our industry, with the continuation of the bulletins which are so interesting and instructive and with additional aid which may suggest themselves from time to time, I believe that the Inter-State Cottonseed Crushers' Association will have the best and most practical publicity that can be secured.

At the conclusion of Mr. Dallis' address, which was greeted with applause, adjournment was taken for the day.

SECOND DAY

MORNING SESSION.

Wednesday, May 19, 1909.

The convention was called to order at 11:15 a. m. by President Parrish.

PRESIDENT PARRISH: The first of the business is the report of the Permanent Arbitration Committees. Mr. Allison of Ennis, Texas.

MR. JO W. ALLISON (Texas): Mr. Chairman, the Permanent Arbitration Committee of Dallas, Tex., have had during the year two arbitrations only.

E. H. Young, Galveston, Tex., vs. S. P. Davis, Little Rock, Ark. February 1, 1909. On 312 tons cake, shipped by Mr. Davis to Mr. Young. Buyer claimed was not contract quality. Allowance of fifty cents per ton made on eight cars, and that in the remaining six found to be of contract quality. Cost taxed against Mr. Davis.

The Cudahy Packing Company, South Omaha, vs. The Corsicana Cotton Oil Company, Texas. March 29, 1909. Claim for loss in weight made by the Cudahy Packing Company. Decided in their favor.

I believe this may indicate that the trading by the members of the Inter-State Cottonseed Crushers' Association in Texas is done upon a very peaceful and satisfactory basis.

PRESIDENT PARRISH: Memphis, by Mr. James Sloan.

MR. JAMES SLOAN (Memphis, Tenn.): Mr. Chairman and Gentlemen: The Memphis Arbitration Committee has a report that would indicate the same peaceful relations which our Texas friends claim. We have had only four cases presented, one of which was withdrawn and two disposed of and one pending. As to the details of the findings we are not prepared to report thinking it unnecessary.

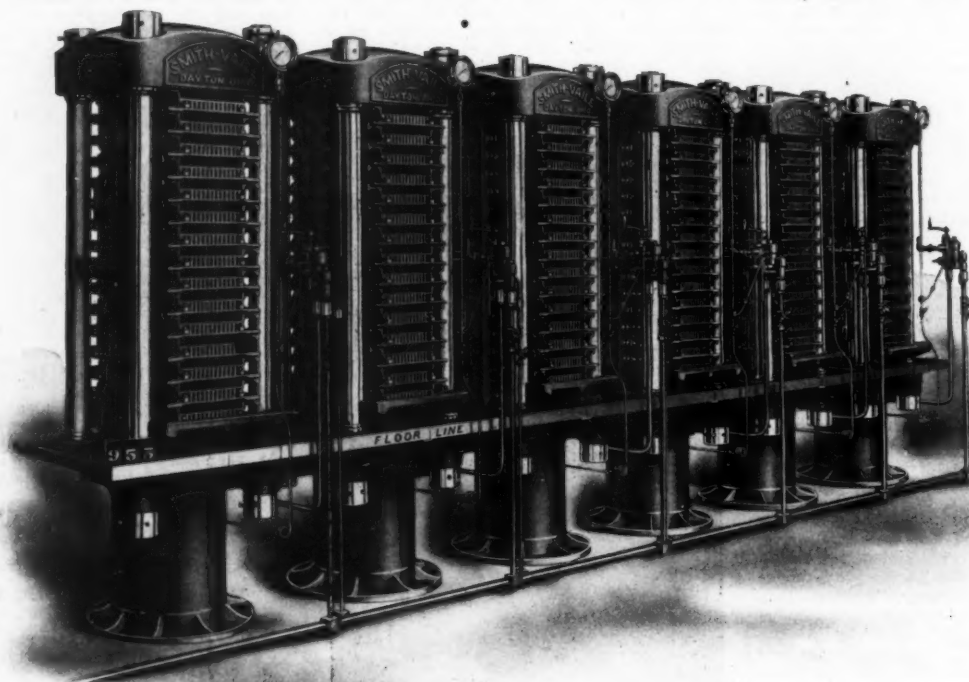
PRESIDENT PARRISH: The secretary

SMITH-VAILE Cottonseed Oil Presses

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Indestructible, Built-Up, All-Steel Press Boxes



This illustration shows a battery of six Smith-Vaile Presses, with cast steel cylinders, just as installed in 1908 at one of the plants of the Georgia Cotton Oil Co. They are equipped with our

LATEST IMPROVED AUTOMATIC CHANGE VALVES

arranged for high and low pressure system.

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**Manufacturers of Smith-Vaile Oil Mill Machinery
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will read the report of New Orleans, Mr. E. T. George, chairman.

MR. E. T. GEORGE: The New Orleans Permanent Committee on Arbitration has passed upon nine cases during the last fiscal year consisting of the following three arbitrations:

Mr. C. B. Fox vs. Buckeye Cotton Oil Company, allowance for deficiency in ammonia cottonseed meal in each instance.

Messrs. Carl Mayer & Company vs. Crescent Cotton Oil Company, allowance for off quality cottonseed meal.

Mr. C. B. Fox vs. Texas Cotton Oil and Manufacturing Company, St. Joseph, La., relating to deliveries cottonseed meal account contract.

Natchitoches Cotton Oil Company vs. Procter & Gamble; allowance fixed on 1 tank crude cottonseed oil, account basis prime contract.

Messrs. E. E. Droge & Company vs. Steinhardt & Company; allowance fixed on cottonseed cake; 2 cases.

Messrs. Coate Bros. vs. Steinhardt & Company; allowance on cottonseed cake delivered against purchase equal sample.

The Application of Analytical Chemistry to the Valuation of Cottonseed Products

BY FELIX PAQUIN.

The application of analytical chemistry to the valuation of cottonseed products and as an aid to the manufacturers in furnishing them the necessary data which will enable them to obtain the best possible results in the mills, market their products at their full value, and intelligently settle all disputes which may arise on a question of proper classification, is a comparatively new business method, in so far as the independent mills and the majority of American buyers are concerned. Like all new methods adopted by well-established industries, it was brought about by strong competition and the generally unsatisfactory existing trade conditions. At that time we find that the oil was sold and shipped by the mills without, in many instances, the slightest knowledge of quality. If the buyers found it off, they made a claim, based on what they thought just to themselves, and in the absence of any definite rules to guide them in their classification, who can say that they were unjust to the sellers? From the frequency and the amount of these claims the sellers, however, naturally thought so, and this frequently led not only to disagreements and law suits, but worse, to a general distrust of buyers by the sellers.

To overcome this condition and bring about a feeling of confidence and harmony between all parties engaged in the oil trade, this association found it necessary to adopt certain rules based on chemical analysis, under which it is possible to classify oil and thus facilitate the settlement of any dispute which occurs on any transaction. While these rules are not perfect, if the mill managers or owners will take the trouble to properly sample and determine the quality of every shipment under them, as the buyers invariably do, they will find the settlement of differences a comparatively easy matter.

The condition existing in regard to cottonseed cake and meal was practically the same, the color and mechanical condition being the only guide to their classification in this country. Shipments were made to the various parts of the world without a definite knowledge of their quality. The result was, naturally enough, a claim on practically every shipment. The exporter made the same claim against the mill and usually it was paid, but always with a certain feeling that it was arbitrary and unjust. This led the exporters to resort to chemical analysis, as it was practised abroad, as a means of valuation of cake and meal, and as a matter of self-protection from both the mills and the foreign buyers. These investigations on the part of the exporters soon demonstrated that the feeding value of cake and meal from certain sections was being constantly reduced

We do not think any of our decisions have been appealed by either side. No new points have been brought out in the briefs presented.

MR. S. F. CASSELS (Alabama): If I am in order I would like to introduce a resolution just at this time with regard to Alabama. There was introduced at the Alabama convention, on the 5th of this month, a resolution offered by Mr. Lamar. The resolution is as follows:

"Resolved, We, the Alabama Cottonseed Crushers' Association in convention assembled, unanimously request the officers of the Inter-State Cottonseed Crushers' Association to appoint and make Montgomery, Ala., the headquarters for arbitration in this State, and that in connection with the officers of our association select suitable arbitrators to fill the position."

I would like to hand you this for what disposition you desire to make of it.

PRESIDENT PARRISH: The president of the association makes appointments. I will refer it to the incoming president.

The next on the programme is an address by Dr. Felix Paquin.

by the introduction of greater and greater proportions of hulls. These conditions were responsible for the adoption of certain rules, based on chemical analysis, under which cake and meal can be classified. These rules, like those for the classification of oil, are not perfect, but answered all practical purposes, while only very high-grade meal and cake was produced and only comparatively few transactions were made under them. At present, however, there are so many grades that it is absolutely impossible to classify them all under any given rules; so we find that nearly all trades are made on guarantees based on these rules. This calls for a number of chemical analyses at different points and under various climatic conditions. With these varied conditions the analyses will vary, and this has given rise to considerable dissatisfaction to all parties concerned, including the chemist, and has, in my judgment, demonstrated serious defects in the rules themselves.

Let us suppose that a sale of 100 tons of cake is made under the rules; the contract guarantees 8 per cent. ammonia of 49 per cent. protein and fat combined. The seller is an up-to-date mill man, and of course he does not want to deliver more than he guarantees, so he has analyses made and knows exactly what he is making every day and therefore feels perfectly safe when he loads the cars that he is living up to his contract.

Before the cake is finally consumed, however, five or six other analyses may be made, with the following results:

No.	Moisture.	Ammonia.	Protein.	Fat.	F. & P. Comb.	Am. Dry Basis.
1	6.00	8.17	42.05	7.36	49.41	8.69+
2	7.00	8.08	41.59	7.28	48.87	8.69+
3	8.00	8.00	41.18	7.20	48.38	8.69+
4	9.00	7.91	40.71	7.13	47.84	8.69+
5	10.00	7.82	40.25	7.05	47.30	8.69+
Comb. F. & P., 52.55.						

Let us suppose that the mill records show that he was making a quality of cake as shown by analysis No. 2, that is, 8.08 per cent. ammonia with 7 per cent. moisture. At the point of destination, however, official samples are taken and submitted to a chemist and he reports 7.82 per cent. ammonia as shown in analysis No. 5. A claim is made for a deficiency of 0.18 per cent. ammonia or 1.08 per cent. of combined protein and fat.

The accuracy of this analysis (it being the lowest) is questioned. The mill man will have another analysis made on his sample, and this will confirm the first, or may make

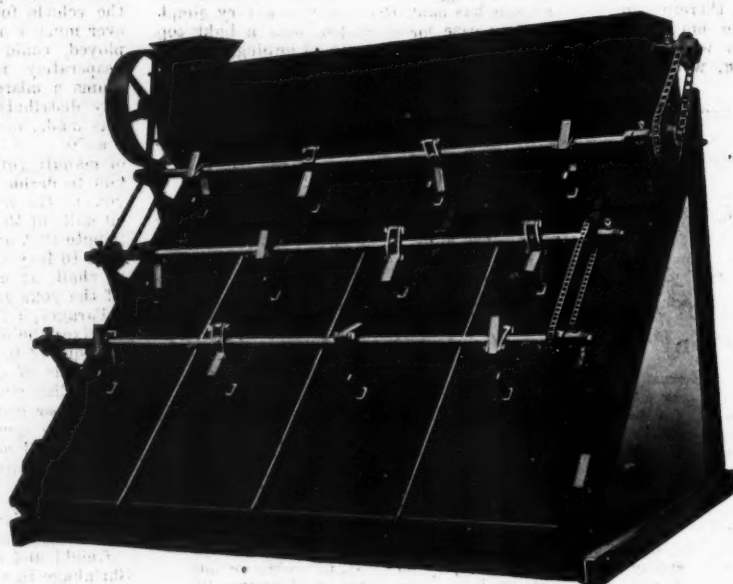
a still better showing, say 8.17 per cent. ammonia—as shown in analysis No. 1—and while he does not like this difference and his confidence in his own chemist is somewhat shaken, he refuses to pay the claim and will go to arbitration. The arbitration board will cause another sample to be analyzed by a chemist of their own selection and his results may be 7.91 per cent. of ammonia—as shown in analysis No. 4. This being within 0.1 per cent. of 1 per cent., no allowance is made. The mill man will, in the future, refuse to accept analyses of the chemist on whose analysis the claim was made, and while the buyer may continue to do so, his confidence will be somewhat shaken also, for he himself suffers a loss of confidence from the trade if he makes a claim which he is unable to substantiate. In this example, whose analysis was correct? Some of you who have been sorely tried by just such experiences may say there is no dependence to be placed on any of them. They are all wrong. From your viewpoint you may think that you are justified in your conclusions, but let us see whether you understand what a chemical analysis means. You have noted that there was a variation in the results from 7.82 per cent. of ammonia to 8.17 per cent. ammonia, or a difference of 0.35 per cent. This was the only item you were interested in, the trade being made on a basis of 8 per cent. You have failed to find or look for any other variations which may have been reported. Look for the moisture: There is a variation of 1 per cent. between each of these analyses, or a difference of 4 per cent. between the highest and lowest. Two bodies cannot occupy the same space. If the sample has absorbed moisture, the percentage of ammonia will necessarily be proportionately lower, while if a loss of moisture has occurred, through drying, the percentage of ammonia will be proportionately higher. With the variation, the gross weight of the shipment will also vary. Had you submitted the various analyses to a chemist, he would have calculated these results to the dry basis and would have demonstrated that all these analyses are absolutely correct. The variations are due entirely to variations of conditions—that of moisture and dry material. The cake samples, in every instance, would show 8.695 per cent., or 8.7 per cent. ammonia, or 52.55 per cent. combined protein and fat.

The rules are silent on this point of moisture, yet all cake and meal contain a certain amount. What changes or additions should be made to overcome these defects in the rules and establish an equitable basis for the settlement of all similar disputes, the chemists are only expected to suggest. We are, however, in this case justified in doing more, and beg of you to cure this defect, for we have suffered most, having suffered in reputation.

Having once made a ton of cake containing 8 per cent. ammonia at any given moisture, it does not make any difference what the variation may be hereafter, provided you take into consideration the weight of the whole under the new conditions; it will always contain 160 pounds of ammonia. Under Rule 10, Section 1, you guarantee 8 per cent. ammonia, or 160 pounds per ton. It does not make any difference what the conditions of the consignment may be when the official sample is taken. You are bound to settle on the analysis made on that sample.

As suggested by Prof. Fraps and Mr. Johnson, the samples having been properly drawn, should be thoroughly mixed. If cake, the sample should be crushed or ground fine enough to permit of thorough mixing. From this mixed sample, three one-pound samples should be at once made up and placed into air-tight containers, Mason jars or tin cans, and sealed, one for the seller, one for the buyer and one to be held by the official inspector in case of arbitration. These samples being exactly the same, should they be submitted to different chemists their results would be within a reasonable personal error. In addition to this, the chemist should calculate his results to the dry basis for the purpose of comparison, for with even very rapid

A STURTEVANT-NEWAYGO COTTON SEED MEAL SCREEN



**Means FINER and more UNIFORM MEAL.
LESS HORSE POWER and WEAR and TEAR of MILL
INCREASED CAPACITY**

A Newaygo Separator will screen to any degree of fineness and will improve any grade of meal by delivering a more uniform product.

MEAL FINE AND UNIFORM

An inexpensive Newaygo Meal Screen will accurately screen the product from any Mill, the "Tailings" may be returned to Mill for regrinding or may be diverted to bins for other uses.

LINT REMOVED FROM MEAL

Newaygo Screens are also built with a Delinter attachment which successfully removes the "lint" from the meal.

CHEAPER TO SCREEN THAN TO GRIND

Mills are not supposed to grind meal to a finish and when set up close enough to give approximately 16 mesh the Horse Power consumed and the Wear and Tear are excessive and the capacity very materially reduced.

1 H.P. ON SCREEN TAKES 10-15 H.P. FROM MILL

With a Newaygo Meal Screen directly following the Grinding Mill, it is not necessary to grind as fine, thus

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weighing there will be a slight change in the condition of the sample, whenever it is exposed.

The above precautions, I believe, would be sufficient to eliminate the confusion which exists at this time.

It was proposed to adopt an arbitrary average moisture basis, which I favored, having in mind at the time the rule in regard to a maximum refining loss in oil. After reading the various letters submitted, I find that it is proposed to calculate all results back to the adopted moisture basis. This would not do, for the consumer would not, in many instances, receive what he paid for and would bring you in conflict with the various State laws.

Any addition to the rules, therefore, in regard to moisture which does not also take into consideration the gross weight at the time the sample was drawn, would fail to cure the present defect.

About Packages for Samples.

DR. FELIX PAQUIN (Continuing): I have brought with me, gentlemen, some of these cans here, and wish to say just one word in regard to the reason why the can would be better than your specified glass jar. In the first place, if this glass jar is exposed to the light, your meal would turn dark, although there would be no change in the composition

of the meal itself; and in addition to that there would be an additional cost for shipment. You would have to box up your Mason jars, and you could not wrap them up and send them by mail, or with any great safety send them by express. With the can it is protected from the light, and it is a very simple can that is perfectly air-tight, and should the sample be placed in there once, we are sure there will be no change as long as it is not disturbed, and in that way protecting your sample, which is of very great importance to you.

PRESIDENT PARRISH: This subject is open now for discussion.

MR. JOHNSON: Mr. Chairman, I would like to suggest in addition to what Mr. Paquin has said, that there is a very simple mailing case made, of tin, with a light top. It comes for oil with an absorbing material inside to take up the oil. That same tin can with the absorbing tin taken out would answer perfectly for the sample of meal, and would be extremely inexpensive.

PRESIDENT PARRISH: Address by Dr. G. S. Fraps, State Chemist of Texas and chemist of Texas Experimental Station, College Station, Texas.

MR. ALLISON: Mr. Chairman, Dr. Fraps is detained at home by sickness. He has sent a very short paper which, if you will allow me, I will read it for you.

Estimation of Cottonseed Hulls in Cottonseed Meal

BY G. S. FRAPS, PH.D.

Recognizing the importance of the cottonseed industry to the agriculture of the State the Texas Experiment Station has done considerable work upon its by-products. Feeding experiments have been made upon cattle and hogs, digestion experiments have been made, the effect of cotton seed upon butter studied and some work done upon the suitability of cottonseed oil for cheap paints.

In Bulletin No. 70 we proved that Texas cottonseed meal is richer in protein than meal from other States. The results of this bulletin have been amply confirmed by the analysis of cottonseed meal made for four years for the feed control.

Recognizing the importance of a method for estimating cottonseed hulls in cottonseed meal, we set about devising such a method.

The results of the experiments made is the following method:

Extract two grams of the meal with ether on a hardened filter paper; transfer to a tall beaker and add 200 cc. of boiling water measured with a cylinder and 20 cc. fifth normal caustic soda measured with a pipette. Place a round bottomed flask with water on top of beaker to act as condenser; boil thirty minutes; filter on a thin layer of asbestos in a 3-inch Hirsch funnel; wash thoroughly; transfer to a porcelain crucible and

dry to a constant weight; weigh, ignite and weigh again. The loss in weight is the insoluble residue. Subtract 10 per cent. from the percentage of insoluble residue found to be present, and add one-third of the residue. The total is the approximate percentage of hulls in the meal, in excess of the quantity in meals of highest purity. Suppose, for example, 15 per cent. of insoluble residue is present in a given meal, subtracting 10 per cent. and adding one-third of the remainder gives us 6.66 per cent. excess hulls present.

The method of calculation referred to above is applicable to meals containing only small percentages of hulls. A different method of calculation must be used for a mixture of hulls and meals.

The above method was worked out upon samples of meals. By using meals it will be possible to arrange the method so that the quantity of hulls present shall be known.

It is useless to emphasize the value of such a method to the Cotton Seed Crushers' Association.

The Texas Experiment Station expects to continue work upon cotton seed and its products.

PRESIDENT PARRISH: We will now hear from Mr. Jo W. Allison on "A Word About Press Cloth and the Tariff."

A Few Words on the Duty on Press Cloth

BY J. W. ALLISON, TEXAS.

Mr. President and Gentlemen: Please allow me at the very outset to relieve your minds by stating that it is by no means my intention to attempt in any way any general or specific discussion of the tariff, either as an academic proposition or in its relation to the general industries of the country. Nor will I occupy your time with more than a passing mention of the antiquated, unscientific, totally unfair and entirely sectional schedules as now arranged under the present and proposed tariff law. For it is my purpose within the few minutes I shall occupy to do no more than to call your attention to the burden imposed upon your industry by the bill now before the National legislature, and in all probabilities soon to be enacted into a law. And in doing this, I trust it may be pardoned, if it should seem necessary, to make something of a personal explanation.

As is perhaps known to most of you al-

ready, some time during the early part of the present year, in that careful watchfulness over the interests of the members of this association which our worthy president has so persistently maintained, he appointed a committee charged with the duty of appearing before the Committee of Ways and Means of the National Congress, at that time engaged in that revision of the tariff which had been so liberally promised by the dominant party during the last Presidential campaign, and to attempt to secure some concession in the present prohibitive duty on that important article in your cost of manufacture—camels' hair press cloth. This committee so appointed consisted, besides the president himself, of five members, but when the day and the hour appointed for the hearing came, only the president and myself appeared.

The statements which I L. . . at that hear-

ing, I believe that I need not say to the members of this association who know me, were made only in an earnest desire to serve the interests of the whole trade, with no selfish ends in view, and, as I believed then and believe now, were entirely within the limits of actual fact. Yet, no sooner had these statements appeared in the official report of the proceedings and in the columns of the trade press than they were violently attacked in language neither courteous or correct by two of the three, or four press cloth manufacturers claiming to operate separate establishments under the kindly protection of the tariff it had been sought to change. As I had no desire to enter into a personal controversy about a purely public matter, or to be made the vehicle for free advertisement, and however much I might deprecate the method employed, could blame no one for struggling desperately to retain the rich and juicy plums a mistaken government was so liberally distributing, no reply to these assaults was made, nor do I propose now to do more than to submit some figures covering the cost of manufacturing press cloth, and to leave to you to decide for yourselves whether or not you, as the representatives of the cottonseed oil mills of the country, shall continue to pay tribute that an unjust tariff has made it possible to levy upon you through all the years, or shall, as is in your power to do, throw off the yoke and seek your remedy.

Paragraph 374 of the proposed tariff schedule fixes the duty on camels' hair press cloth at from 52 to 53 cents per pound, which, on the basis of quotations for the best grades of English cloth, means a duty of from 133 to 163 per cent. A gentleman entirely competent to speak authoritatively, and whose name I will not mention, but am authorized to give if necessary, furnishes the following figures of cost of manufacture of press cloth:

Best quality sorted camels' manes, delivered American interior point, freight and duty paid.....	16c. per lb.
Shrinkage in scouring.....	29%
Shrinkage at cards.....	5%
Shrinkage at combs.....	14%
Shrinkage in weaving.....	2%

Total loss in shrinkage.....	50% 8c.	"
All other costs to manufacture.....	14c.	"

Total cost of finished cloth.....	38c.	"
To this should be added the selling cost, commissioners' brokerage, etc.	2c.	"

Making total cost to make and to sell	40c.	"
This deducted from the present combination selling price of.....	60c.	"

Gives net profit per pound of.....	20c.	"
------------------------------------	------	---

The oil mills of the country use annually about 1,500,000 pounds of press cloth. To produce two-thirds of this quantity per year would require a plant consisting of about—

10 combs	
12 double cards	
5,000 spindles	
20 looms	
With necessary buildings, power and transmission machinery, and would cost about	\$150,000
And would require a working capital or a bank credit of about.....	150,000

Making the total capital required in cash and capital, say.....	\$300,000
And promising a net profit of 20c. per pound on 1,000,000 pounds, or an annual net profit of.....	200,000
Or 66 2-3 per cent. on the entire capital and credit employed, or 133 per cent. on the plant investment only.	

Now, to show that these figures are not entirely unworthy of credibility, an authority equally trustworthy, but which for obvious business reasons cannot be given here, furnishes the following figures, claimed to have been taken from the actual operative statements of a young concern:

Victor Cotton Oil Company

Refiners of All Grades of

COTTONSEED OIL

Manufacturers Highest Grade

Fulling and Scouring Soap
on the market

Cable Address: Victor, Louisville

Louisville, Ky.

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AND ALL OTHER PURPOSES WHERE A MAGNET CAN BE USED

SATISFACTORY RESULTS GUARANTEED BY

DIXIE ELECTRO MAGNET CO., Memphis, Tenn.

Began business without previous experience and buying second-hand machinery on a paid-up capital of \$50,000
 Second year, increased capital stock to \$100,000, but really put in in cash only 25,000

Making total cash investment of.... \$75,000
 On this capitalization of \$100,000 they paid at the end of the second, third, fourth and fifth years each 10 per cent—or total dividends of \$40,000. During this same period they invested out of the earnings, in additional lands, buildings and machinery, something about..... 50,000

Making total plant investment of... \$125,000
 At the close of the fifth year, after paying the usual 10 per cent. dividend, they showed in cash and other assets, a surplus of..... 135,000

Making total worth at end of fifth year \$260,000
 To which, adding the total dividends paid during five years of..... 40,000
 Would show in five years on an actual paid-in capital of only \$75,000 total worth and earnings of 300,000
 To which the capital stock has been increased, and on basis of which trades in it have been made. This shows:
 Total earnings in five years, in cash and accumulations of..... \$225,000
 or of \$45,000, or 60 per cent. per year.

Truly has it been said that "the Tariff is the mother of Trusts," and with equal force it is frequently charged that the prices of most of the manufactured necessities are fixed by the trusts under laws which their authors and supporters claim are framed for the special protection of American workmen against, as the common catch phrase of the campaign orator has it: "The pauper labor of Europe," but which in effect are in the hands of a favored few but the cruel weapons of oppression of the unprotected many. And surely no more glaring instance of this phase of tariff legislation could be presented when, even admitting their own ingenious plea that no combination among them exists is given at most to three or four, and most likely to no more than two, press cloth manufacturers, the power to levy tribute on the seven or eight hundred cotton oil mills of the South, and through them upon every man, woman or child connected with the production of cotton in this already tariff burdened South of ours, which, asking and receiving no protection on its great staple so necessary to all the world, pays tribute of from 60 per cent. to 200 per cent. to the great interests who are stronger at Washington.

And now, as to the remedy. Can we hope to secure this at Washington? Not only the failure of the efforts already made, but the too evident tenor of all present tariff legislation, give no shadow of hope of securing this. But, fortunately, other avenues may be opened. There is an old and homely adage which, translated into the more elegant phraseology better suited to the customs of a crushers' convention, advises that it may sometimes be the part of wisdom "to offer strenuous resistance to his Satanic Majesty by the aid of his own pyrogenous weapons." If we cannot reduce the tariff, let us use the tariff; if we cannot avoid the tribute, let us pay it to ourselves.

And in this connection, allow me to interrupt this already too long discussion to mention a circumstance somewhat similar in its intimate relation to the subject under discussion: When smarting under the unfair and unjustifiable attack made upon my poor remarks before the Ways and Means Committee, I had determined to seek some means for investigating the inner facts of a business shown to be worthy of such vigorous defense, and before I had found time to enter into it I was called upon by our president to assist in the arrangement of the program for the meeting. Acting in this capacity, and en-

tirely without solicitation from me, I received a letter from a gentleman, an entire stranger to me, and whom even yet I have never met and do not know, putting before me a suggestion that gave promise at least of some portion of that relief which the wisdom of the Ways and Means Committee had denied. Hoping to secure this, and believing at all events that a discussion of the question would be educational to most of us, and

would in any event add interest to our convention, I, acting for the Program Committee, invited the gentleman to present to the convention a paper on the subject. He replied that he could not attend the convention, but would furnish the paper if I would read it, which I promised to do, and in fulfillment of that promise I beg now to present this paper from Mr. F. T. Parker, Columbia, S. C.

Co-Operation Among the Oil Mills in the Manufacture of Press Cloth

BY F. T. PARKER.

This is a subject to which has been given much and earnest thought for many years by the cottonseed oil mills of the South in endeavoring to secure their supply of camels' hair press cloth at a cheaper price and at the same time get the very best material. Yet, the situation is easy, whenever the cottonseed people will take the matter in their own hands, get another, and erect a plant for the manufacture of their own press cloth from their own raw material. This will be most equitably accomplished if all the oil mills should share in the stock of a company in accordance with the amount of press cloth which they would consume annually. Thus, the oil mills themselves, owning and managing through their own representatives a co-operative plant, they would secure their supply of press cloth from 15c. to 18c. per pound cheaper than the present market price of 60c. per pound, and have at all times a cloth fully up to the standard. Now, in order to show you gentle-

of finished cloth, the manufacturing of which including labor, fuel, salaries, insurance, taxes and all other charges, at 12 cents per pound, or \$28,800, making the total cost of 240,000 pounds of finished cloth \$108,000. The present prevailing price of 60 cents per pound would thus yield, for 240,000 pounds of finished cloth, \$144,000, giving a profit on 240,000 pounds of \$36,000, or 72 per cent on a capital of \$50,000, and making the cost 45 cents per pound. And should you bill the cloth at only 50 cents per pound, it would make the amount from the sale of the goods \$120,000, leaving a profit of \$12,000, or 24 per cent. on a capital of \$50,000 at a cost to produce the cloth at 45 cents per pound. There is derived during the course of manufacture, by-products which would bring three cents per pound, which bring a credit on the cost of manufacture, and making the actual cost of the cloth 42 cents per pound.

The above estimate is based on camel's hair costing 22 cents per pound, but there is some stock which can be used to good advantage that only costs 18 cents per pound. Now, the amount of raw stock in one pound of finished cloth is one and one-half pounds of hair, which, valuing the hair at 22 cents per pound would make the cost of the hair in a pound of cloth 33 cents. Cost of labor and other incidentals in the manufacture, which includes everything, is 12 cents per pound, thus making the cost of one pound of finished cloth 45 cents. The cost of 45 cents for the producing of the cloth will be reduced by the methods of manufacturing, and the value of the by-products which are derived therefrom, which have a market value, being sold to the manufacturers of "shoddy" goods, such as yarn for carpet backing, horse blankets, etc.

In order to verify the statement that it takes one and one-half pounds of hair to make a pound of cloth, the United States Government allows a drawback on all camels' hair press cloth that is exported, the duty paid on one pound and one-half pound of raw camels' hair, less 1 per cent. retained by the government. Should it take more than one and one-half pounds of raw hair to make a pound of cloth, you may depend upon it that the United States Government would allow more, as they are very liberal to infant industries, of which the press cloth business is one, though it has enriched all who have ever gone into the business rightly; that is, those who have imported their own camels' hair, and have done their own spinning, not depending upon purchasing their yarns from other competitors.

You can perceive from the figures given herein that the margin of profit in this enterprise is exceptionally handsome. You gentlemen are, of course, well aware of the fact that there are only four concerns in the United States making press cloth, one of which does only the weaving and spins no yarn. Of course, the plant that could be erected with \$50,000 would not nearly meet the demand for press cloth in the Southern States, but such a plant could be erected, operated and would demonstrate to the cottonseed oil mill men that such a plant would yield handsome dividends on the investment, give them a better grade of cloth and make them independent of manufacturing combinations.

During the reading of this paper the



W. E. COPENHAVER.

Springfield, O.

Secretary of the Foss Mfg. Co., which had a big exhibit of cotton oil mill machinery at Memphis.

men what can be saved by you investing from \$500 to \$5,000 per mill, a company with \$50,000 capital can be organized, and with this amount a building can be erected, and installed therein the most up-to-date machinery for washing, combing, spinning, twisting and weaving; in fact, taking the raw stock and turning out finished cloth ready for shipment to the mills.

This size plant would turn out 800 pounds of cloth per day. There being 300 working days in a year, it would thus produce 240,000 pounds of finished cloth. In the course of manufacturing, one-third of the raw stock is not put into the cloth, owing to some of the hair not being long enough to make really first-class goods; therefore it will take 360,000 pounds of hair, which at 22 cents per pound, c. i. f. Atlantic ports, duty paid, would amount to \$79,200 to produce 240,000 pounds

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thought may enter the minds of some that a change may become effective in the present tariff, and that either higher or lower rate of duty would prevail. Now, should the rate of duty on camels' hair be taken off, of course press cloth could be bought for 10 cents per pound less than what you are now paying, but at the same time if you have your own plant instead of the press cloth costing you 42 cents per pound to manufacture, it would be only 32 cents. On the other hand, should they permit the press cloth to enter this country free of duty, you would still be on the winning side, for you could not purchase imported goods for less than 43 cents per pound, and if press cloth is allowed to come into this country free of duty, it is impossible to entertain the thought that camel's hair would not be likewise, and you would be still making or saving 11 cents per pound. Another view: Should the tariff on wool and hair be increased it is reasonable to believe that the cost of press cloth will advance accordingly. And with all of this, you can go back and state that by having your own plant your cost would only increase with that of the duty further imposed.

The thought may arise: Can sufficient amount of camels' hair be purchased for the successful operation of this plant? In answer to this, will say that contracts for camels' hair can be made with foreign brokers to supply the company with any amount they may desire and at the same price as any one else in the business or making press cloth can buy it for.

Anywhere in the Southern States the labor is as intelligent as that in the places where they now make press cloth.

I need not remind you that the time is already here, demanding the most earnest effort in reducing every manufacturing cost possible in order to meet the advance continually being made under present fierce competition in the price of seed.

Sincerely trusting that the gentlemen present will consider the information given and will come to the conclusion that it is to their advantage to go into the matter seriously and suggesting that some resolution may be passed under which a committee may be named to take up the matter carefully and in detail with the view of erecting an independent plant for independent mills and undertaking the manufacture of the best cloth for the mills and by the mills, I offer my services and long experience to that end.

This, Mr. President and gentlemen, covers, I believe, a condition which has long, and is still a burden upon an already heavily laden business, and presents a remedy which, if you have "The will to do, the soul to dare," you may apply with satisfaction to your spirits with profit to your purses.

But whether you do this or prefer to suffer the ills you know of, at least believe me sincere when I say with the Moor of Venice

"I have endeavored to,
Nothing extenuate, nor set down aught in malice."

Committee to Consider Press Cloth Making.

PRESIDENT PARRISH: Any discussion on this subject?

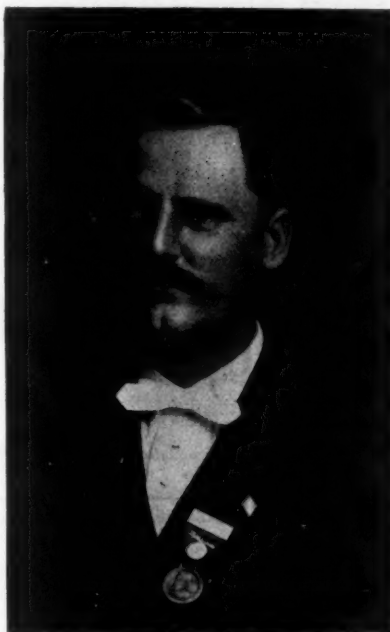
MR. GEO. B. ALEXANDER: It would seem from the figures given by Mr. Allison there is money to be made in the manufacture of press cloth, and inasmuch as it seems an impossibility to get the duty off press cloth, I think it would be well, as he invites us, so long as we have to pay this tribute, to pay it to ourselves. I therefore move the appointment of a committee by the President to investigate this matter as to the advisability of building a co-operative mill for the manufacture of press cloth; this committee to be composed of one from each State, who are crushers.

MR. TAYLOR: I second the motion. Now, Mr. Chairman, I want to say that the gentleman who so kindly furnished this information Mr. Allison has just read is superintendent of the American Press Cloth Company, and I

want to say to you all here in this convention, in event a committee is appointed, that the factory of the American Press Cloth Company is for sale and we are perfectly willing to give you an option on it and take stock in the company which you might organize for that purpose.

MR. HAMILTON (Louisiana): As a member of the legislative committee I went to Washington to test the duty on press cloth under the present schedule. The American manufacturers can charge us as high as \$1.08 a pound for it, but they only charge us 61 cents, and it seems funny to me that they do not ask more than 61 cents when they could ask \$1.08. We have tested it in the courts and the present duty holds. We lost our press cloth case.

Now, Mr. Alexander has made a motion I think pertinent to the case, and I second that motion, that a committee be appointed by the Chair, one member from each State, who



J. M. KYSER,

Albertville, Ala.

Prominent Candidate for Vice-President.

are crushers, not refiners, to go into this matter as thoroughly as they can and report back to this convention their recommendation for such action as in their judgment may seem advisable under the circumstances.

There is no question that this industry is paying a very large tribute in the case of press cloth. It can be made to pay over 50 per cent. higher and you have no relief. The very fact that the goods are selling at about 60 per cent. of what they can ask, and it has already been tested in the Federal courts, you cannot get it any lower, it is evidence to my mind that there must be a rousing good profit in it at that price and they are afraid to encourage the building of any more plants.

Now then, it ought not to be a hard thing for the crushers of this association, if after a thorough investigation by a committee which has interested itself, to get the cheapest press cloth. And another funny thing, you cannot get the linseed men to join you in getting a lower tariff. It seems to me that after the appointment of such a committee and they present facts and figures such as they can to this convention for its action, that we can then do what is to the best interests of the crushers of this country. I second Mr. Alexander's resolution. (Applause.)

MR. LAMAR (Alabama): I take pleasure in seconding this resolution. There is no question that comes up personally among millers of Alabama more vital than the question: "How much did your press cloth cost

you this year?" And every manufacturer in Alabama feels the burden of the press cloth proposition. And I think it well we take this matter up, and I have only one suggestion to make on the resolution, and that is that it be embodied in that resolution that Mr. Jo W. Allison be chairman of that committee. (Applause.)

MR. ALEXANDER: Of course I will accept that.

(Motion prevailed.)

Report on Official Reports.

PRESIDENT PARRISH: I would like to hear from Mr. Durham of the committee report on the report of the Executive Committee, Bureau of Publicity and Officers.

MR. E. M. DURHAM: Your committee appointed reports as follows: Your committee, appointed on the reports of the secretary-treasurer, Executive Committee and Bureau of Publicity, beg to recommend the adoption of the reports with the exception of that part of the Executive Committee's report concerning the appropriation of funds from the Bureau of Publicity to the general funds of the Association. In this particular case we find that the treasurer and the Bureau of Publicity have arranged for the meeting of all necessary expenses incurred by the secretary in publicity work, and that same will be paid from the funds of the Bureau of Publicity.

We also beg to report that we think it advisable that the president appoint some member to audit the accounts of the Bureau of Publicity as requested by the Chairman.

Respectfully submitted,

E. M. DURHAM,

B. F. TAYLOR,

JO W. ALLISON,

Committee.

Oleo Stearine and the Tariff.

PRESIDENT PARRISH: The chairman of the Washington committee on oleo stearine, Mr. L. W. Haskell.

MR. L. A. RANSOM (Georgia): Mr. President, Mr. Haskell we regret to say is quite sick at the hotel, and finds it impossible to attend the convention to-day. He requested me to make a brief report of the committee and the conference in Washington. This committee was called at the request of the president of the Interstate Cottonseed Crushers' Association to consider the question of eliminating the duty on imported oleo stearine. Mr. Haskell requests me to say that the matter is getting on satisfactorily, as much so as can be considered satisfactory, and he hopes that all the convention asks for, and that the industry asks for, will be granted. During the time this committee met in Washington they saw fit to appoint Mr. Hemphill on this committee and he requested that I read Judge Hemphill's letter:

Mr. L. W. Haskell.

Vice-president Southern Cot. Oil Co.,
Memphis, Tenn.

My Dear Sir:

Since your last visit to Washington I have further investigated the prospect of having oleo stearine placed upon the free list in the pending tariff bill and think we are as certain of that result as it is possible to forecast any Congressional action. Senator Aldrich as late as Saturday afternoon last repeated to Senator Tillman his promise to agree that oleo stearine shall go on the free list, and Senator Tillman has stated positively that he would make the motion in the Senate at the proper time. I have seen several Senators upon the subject and they all state that a promise by Senator Aldrich can be depended upon, and there is no doubt that the majority of the Republican members will follow any suggestion of the chairman of the committee on a matter of this kind. This situation relieves us of the necessity of a contest on the floor of the Senate and postpones the possibility of a fight to the Conference Committee or possibly to the floor of the House, in the event the House conferees refuse to acquiesce in the action of the Senate.

It will probably be from two to three weeks before the bill passes the Senate and goes to the Conference Committee. In the meantime we ought to have it well under-

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stood among the cotton oil men of the South that they will send any telegrams to members and Senators that we may ask for, and if necessary a number of the most influential of these gentlemen will meet us in Washington if called here.

The Conference Committee upon a tariff bill usually consists of six or eight members from each house, but I learn from very good authority that the President desires that the full membership of the Finance Committee of the Senate and of the Ways and Means of the House shall be appointed conferees. If so, the conference will consist of so large a number that it will be necessary to interview and possibly bring pressure to bear upon a considerable number of members and Senators in order to secure what we desire. This may necessitate calling to Washington quite a number of gentlemen from the various States represented by the members of the Conference Committee.

The Dingley Tariff Bill was in conference six weeks and the prospect is that the pending bill will be held in conference for a considerable time, which will afford us ample opportunity to get our people here. The best information at present is that Congress will not finally pass the bill before the latter part of July and possibly later.

When the amendment relating to the maximum and minimum rates was first proposed, it seemed to cover our needs, and Mr. Farnum, of Sullivan & Cromwell, concurred with me in the view that it was about what we wanted. Since that time I have made a closer examination of the proposed amendment and think that it can be materially improved. I am enclosing you herewith copy of the proposed amendment with the suggested alterations and will be glad to have your views. Of course there are many other important industries interested in this administrative feature of the bill and it would be of great assistance if we can agree with some of the most important of these and make a united effort to secure those or similar changes.

I know that Senator Root is taking a decided interest in this phase of the bill. I have not called on him yet, for I thought it would be better to have in shape exactly what we desire before I ask his attention to it. I have given you these proposed changes in detail so that you may discuss them with interested parties during the meeting at Memphis, if you desire. We may find great difficulty in having these changes made, but one at least is absolutely essential and two others very important.

I am sending copy of the suggested amendments to Mr. Rowe of Sullivan & Cromwell for his consideration and suggestions. Let me have your views.

Yours very truly,
JOHN J. HEMPHILL.

Wants an Agent in Washington.

MR. RANSOM (continuing): Mr. Haskell requested me to suggest that this Association take action on some permanent committee or representative in Washington. Our national matters are growing every day. We are interested in various matters and in various other things our interests are increased every day as to what Congress may do. Mr. Haskell, therefore, suggests that this Association take the proper action toward having a permanent representative in Washington and he recommends Judge Hemphill because he has known him a great many years. He also suggests that in order to make a permanent report of the briefs sent out on this question that the secretary be allowed to print these two pamphlets with the proceedings of the convention. Here the briefs were read and placed on file.

MR. TAYLOR: Mr. President, I would like to ask Mr. Ransom about the employment of the attorney or representative to be located in Washington that is suggested; that if the Association employ such a man, whether we have the funds to appropriate to that purpose?

MR. RANSOM: I would say, Mr. Taylor, that Washington lawyers generally come pretty high, and lawyers anywhere cost money, and I suppose in Washington he would be

higher than anywhere else, but I think this gentleman stated to Mr. Haskell he would be willing to look after the legislation of this particular industry for about \$600 a year.

Put in Hands of Executive Committee.

MR. ASHCRAFT (Alabama): Mr. President, before we get away from this question of the legislative committee at Washington in behalf of our interests, I want to say as a member of our legislative committee I think it is a matter of such importance we ought to act on it this morning. I think and would therefore make the motion that the matter be put in the hands of our Executive Committee, and that the funds we have in our hands provide this expert or such man as they might determine on.

MR. LAMAR (Alabama): Before that motion is seconded, I differ with Mr. Ashcraft. I would substitute for that motion that the matter be referred to the legislative committee with power to act.

(Owing to the fact that the legislative committee has no power to appropriate money, Mr. Lamar's amendment was not supported. Mr. Ashcraft's motion prevailed.)

Demand Free Oleo Stearine.

MR. HAMILTON: I offer the following resolution:

"Resolved, That this Association approve the movement to place oleo stearine on the free list and earnestly request the United States Senators from our sections and our Representatives in Congress to use their best efforts to accomplish this in the interests of the cotton oil industry."

I think it well that this Association go on record as approving or not approving the effort to place oleo stearine on the free list, that it is in the interest of the manufacturers of cottonseed products.

MR. TAYLOR: I second the motion.

MR. ALLISON: I desire to most heartily endorse the resolution before the house. I would be glad if I could magnify its importance. I don't believe that the members of this Association realize what the elimination of the present duty of 20 per cent. on oleo stearine means to the people and the manufacturers of this oil industry of the South. And I desire to offer an amendment that the motion now under discussion be so changed as to include press cloth. I would like to ask the gentleman if he will accept the motion.

MR. HAMILTON: To include press cloth in that resolution? I have no objection to free press cloth.

MR. TAYLOR: Mr. Chairman, I would like to rise on this particular occasion. I have no objection to free press cloth, but I do think that it will "muddy the water," so to speak, in this particular proposition which we have so nearly brought to a successful conclusion. This same proposition was up in Washington and it was decided that the most important thing to have for consideration was that of the oleo stearine tariff, and that if we included other propositions and the press cloth proposition was mentioned, that it might influence adversely some particular friends in the North, and especially Senator Aldrich, who lives in Rhode Island, which is one of the centers of woolen manufacture.

Pay Tribute to Press Cloth Makers?

MR. ALLISON: Mr. Chairman, if we are divided in this Association as to whether or not we should continue to pay tribute to the press cloth manufacturers, the objection to the resolution will emphasize it. In our demands before Congress to-day for this industry we cannot be too positive in our demands.

MR. TAYLOR: Mr. President, I think that the gentleman has misunderstood the matter entirely. I am perfectly willing to second or even to offer a resolution on this floor requesting free camels' hair or free camels' hair press cloth, or even a reduction in the duty if we can get that, but I do think it is not a good thing or politic to include these two resolutions in one.

MR. SLOAN (Tennessee): I am in hearty sympathy with Mr. Allison in everything that he said with regard to press cloth duty, and also oleo stearine. If I understand him cor-

rectly, the oleo stearine proposed tariff would mean, as against free duty, \$1.68 per ton on seed, compared to a saving of 10 to 25 cents per ton of seed if we get free press cloth. If we go after free everything we are likely to get nothing. It is better to try one thing at a time and to try for that which will mean the most to us first.

MR. E. M. DURHAM (Mississippi): I am quite in sympathy with the position taken up by Mr. Taylor.

MR. ALLISON: I want to apologize in advance for appearing again on this question, and I would not do so except to correct a misapprehension in the mind of Mr. Sloan. And I want to assure you, this house, that far from any desire to "muddy the water," I think I have already indicated that the object of my resolution was to clear the water. I am thoroughly satisfied that the object has been accomplished, in part at least, that the waters are very materially cleared as to the attitude of certain interests with regard to the duty on press cloth.

Now, I want to say, Mr. Chairman, Mr. Sloan says it is not advisable for us to ask for "free everything." Mr. Sloan evidently does not know what the provisions of the pending Tariff bill are as they affect our interests. For his information I would say that the duty imposed on caustic soda, one of the elements in use in the refining of oil, is one-half of one cent per pound, and on fuller's earth one and one-half to three cents per pound. The duty on borax is equally ridiculous. Sulphuric acid is also taxed. These are all materials used in our industry and to get them we have to pay the heavy protective duty.

MR. R. L. HEFLIN (Texas): The gentleman who spoke in opposition to the amendment of Mr. Allison I believe was not a manufacturer of compound lard. I don't see why he ought to object to the amendment as he is directly interested in press cloth and only indirectly interested in oleo stearine duty. Being a manufacturer of compound lard I am willing that the amendment proposed by Mr. Allison and the resolution offered as to oleo stearine be coupled. If by coupling them those of you interested in press cloth derive any benefit directly, or what you are attempting to derive indirectly with regard to oleo stearine, it will add strength to your resolution as to press cloth. Therefore I want to second the amendment of Mr. Allison.

MR. J. J. LAWSON (South Carolina): I heartily agree with Mr. Allison, but I also agree with Mr. Taylor that we ought not to confuse the two issues.

(The amendment offered by Mr. Allison to include press cloth with oleo stearine in the resolution was defeated by a viva voce vote. The original resolution demanding free oleo stearine was thereupon carried by a rising vote.)

MR. TAYLOR: Now, Mr. President, I move that a similar resolution be adopted regarding free press cloth and free camels' hair.

MR. ALLISON: Mr. President, I had no intention of asking this convention to help press cloth manufacturers get free raw material, and I am opposed to such a resolution.

MR. TAYLOR: All right, leave out the camels' hair.

MR. ALLISON: In that case I will be glad to support the gentleman's resolution.

(Mr. Taylor's resolution, calling for free press cloth, was thereupon unanimously adopted.)

Adjournment was taken for luncheon.

AFTERNOON SESSION.

At the afternoon session ex-President Bailey of Texas presided.

CHAIRMAN BAILEY: We will now take up the consideration of the rules. None but regular members can take part in the voting on these rules. The chairman of the Committee on Rules will now proceed to read the rules.

MR. CULBERTSON: In order to save time and to facilitate our work, I move you, sir, that we consider only those rules on which amendments have been suggested, and let

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those rules on which no amendments have been suggested stand.

The motion prevailed.

CHAIRMAN BAILEY: If there is no objection made to the reading of the rule, it will stand adopted without any announcement by the Chair.

MR. AARON D. ALLEN (Chairman of the Committee on Rules): Pursuant to call, your Rules Committee met in Hot Springs April 5 to consider the proposed amendments from the membership, and several communications were received recommending changes in the rules, all of which we duly considered, and the following changes were adopted by that committee:

"Rule 3, Section 1. Sales of and quotations for cottonseed oil, either crude or refined, shall be made by the pound or decimal fractions thereof, it being understood that $7\frac{1}{2}$ pounds constitute a gallon."

CHAIRMAN BAILEY: This, you will understand plainly, is a change from selling by the gallon to selling by the pound, merely recommending that the pound rule be adopted. With no objections the amendment is adopted.

MR. ALLEN: "Rule 3, Section 2. Measurements. A tank car of cottonseed oil for contract purposes shall be 50,000 pounds unless otherwise specified. A barrel of oil, if sold loose, is 375 pounds. A gallon of oil is $7\frac{1}{2}$ pounds avoirdupois."

"Section 3. Crude cottonseed oil may be sold either loose or in barrels, as agreed between seller and buyer. If in barrels they shall be good, new iron-bound barrels, properly silticated, or thoroughly steamed and cleaned refined petroleum barrels. Packages must be in good shipping order, and contain not less than 48 gallons each, provided that the aggregate of delivery on any sale shall equal 50 gallons for each barrel sold. On delivery of other than above barrels, an allowance of 50 cents per barrel shall be made by seller."

Section 2 of Rule 4. The concluding sentence of Section 2, "The same shall apply on oil sold by sample. Otherwise, it can be rejected outright." This clause is stricken out.

CHAIRMAN BAILEY: The rule is adopted.

MR. ALLEN: Rule 7, page 4. "Section 1. Contracts. Settlements of contracts for refined cottonseed oil shall be made on the basis of 400 pounds net to the barrel."

CHAIRMAN BAILEY: Adopted.

MR. ALLEN: Rule 8 under the head of "Soap Stock." This amendment on reconsideration by the committee in Little Rock was stricken out. At least the rule as formerly printed, and the rule of last year was adopted.

Rule 10, Section 1. The words "soft and" are stricken out.

"Section 5. No claim for deficiency of protein and fat combined, or of ammonia shall be made by buyers, unless the deficiency shall exceed one-half of one unit of protein, or one-tenth of one unit of ammonia."

"Rule 11, Section 2. Weights and packages. Cottonseed meal shall be packed in good sound bags of suitable strength, either new or second-hand, 100 pounds net weight (except where otherwise stipulated for packages designed for export in kilo or other bags). The bags must be well sewed and in good shipping order and bear a shipping mark or brand."

MR. TAYLOR: Does that mean that the weight of the package shall be 100 pounds?

MR. ALLEN: It means that the package shall contain 100 pounds net. Some State laws require that the package shall contain 100 pounds.

CHAIRMAN BAILEY: This changes it from gross to net weight. It is adopted.

MR. ALLEN: Rule 12, Section 6, was reconsidered, and the old rule left as it stood.

"Rule 20, Section 4. When goods are delivered to the carrier as agreed, whether in whole or partial completion of trade, payment for same shall become due, and all risks belong to the buyer after carrier has signed bill of lading."

CHAIRMAN BAILEY: Adopted.

MR. ALLEN: "Rule 22 (a). Quick forward-

ing of empty tank cars shall be within two working days, date of contract not included."

MR. DUBOISE: I think the committee erred in making that change, because the mills have all been educated so that the shipment "immediate" is two days and "quick" five days. My suggestion is that it stand as under the old rule.

CHAIRMAN BAILEY: I think that amendment is adopted in order to make it conform to Rule 19, where it says "immediate shipment within five days; prompt within ten days." I take it the committee thought it wise to make the two agree because it caused confusion.

Moved and seconded in lieu of the recommendation by the committee that paragraph (a), Section 22, stand as adopted last year. (Motion prevailed.)

MR. ALLEN: Paragraph (b). "Immediate forwarding of empty tank cars shall be within five working days, date of contract not included."

CHAIRMAN BAILEY: Adopted.

MR. ALLEN: Paragraph (e). "Cars delayed en route. In case of quick forwardings, in case of immediate forwardings, and in case of prompt forwardings, buyer cannot be held responsible for railroad delays and no demurrage shall accrue after cars have been delivered to railroad and bill of lading has been signed."

CHAIRMAN BAILEY: Adopted.

MR. ALLEN: Paragraph (f), in the third line, the word "to" stricken out and the word "by" substituted therefor.

CHAIRMAN BAILEY: Adopted.

MR. ALLEN: Rule 27, page 19, Section 5, of the old rule is stricken out.

CHAIRMAN BAILEY: Section 5. The old rule reads this way, gentlemen: "In case a crude mill burns, its contracts for products of its own manufacture are void, provided, however, that finished products on hand at the time of the fire, covered by existing contracts and not burnt or damaged shall still apply thereon."

The committee struck that out. Adopted.

MR. ALLEN: Rule 29, Section 1: "A claim for loss in weight, to be entitled to consideration, must be supported by the sworn certificate of the Association's Official Inspector or a Public Weigher, or if there is no official inspector or public weigher at destination, sworn certificate is to be furnished by a disinterested party at point of destination, and such certificate shall show date of arrival of goods at destination."

CHAIRMAN BAILEY: Adopted.

MR. ALLEN: "Rule 30, Section 2. Rejected oil. Where sales are made for shipment in buyer's tanks, and the oil is rejected on delivery because not up to the contract, the seller, on being notified, should within five days thereafter, dispose of the oil through any recognized broker on the open market for the account of whom it may concern. If the seller fails to make disposition of said oil within five days, the buyer shall take possession of or sell the oil for account of whom it may concern through a recognized broker within five days, and buyer's claims shall be decided by the Arbitration Committee if seller and buyer cannot agree. In the case of arbitration of oil rejected under this article, the Arbitration Committee shall assess the actual loss and damages against the loser of the arbitration."

CHAIRMAN BAILEY: The change is that the oil must be disposed of within five days instead of ten as heretofore. Adopted.

MR. ALLEN: "Rule 32. Soap Stock. When in tank cars, samples shall be drawn from flowing stock at regular intervals as tank is being loaded, in the presence of a representative of both buyer and seller or by an official sampler. Samples shall be taken in the approximate proportion of two pounds to each ten barrels and a thorough mixture made of same. From this mixture three one-pound samples shall be taken which shall be hermetically sealed in can or Mason jar with rubber gasket. The first to be forwarded to the buyer immediately, the second to be re-

tained by the seller and tested by his chemist and analysis sent to buyer within five days and the third to be retained intact, hermetically sealed and properly marked for identification by the seller. In the event of difference in the test between the seller's chemist and the buyer's chemist, the third sample shall be submitted to a disinterested chemist to be agreed upon."

CHAIRMAN BAILEY: Adopted.

MR. ALLEN: Rule 34. (Reading said section.)

MR. JOHNSON: Gentlemen, this is a rule about which so much discussion has been had. I have an amendment that I would like to have made to that section.

CHAIRMAN BAILEY: Present your motion in writing, Mr. Johnson, and we will proceed in the meantime.

MR. ALLEN: Rule 35, Section 2. (Reading said section.)

CHAIRMAN BAILEY: "Plus necessary expenses incurred" has been added in the rule.

MR. LAMAR: I move a further change be made that the word "and" between Dallas and Galveston be stricken out, and the word "Montgomery" be put in. I make that motion because the Alabama Crushers' Association has endeavored to make Alabama an arbitration point.

MR. MANN: We would have you add Little Rock, Ark.

CHAIRMAN BAILEY: Mr. Lamar makes a motion that Montgomery, Ala., be added, and Mr. Mann makes a motion that Little Rock be added.

(Motion prevailed.)

CHAIRMAN BAILEY: Section 5, page 27, will now be read.

MR. ALLEN: (Reading said section.)

CHAIRMAN BAILEY: Adopted.

MR. ALLEN: On page 30, Section 12. (Reading same.)

CHAIRMAN BAILEY: I will state for the information of the members, that is in lieu of old Section 12, which provided that those not members could not arbitrate, but now we allow them to arbitrate but now charge an extra fee to do so.

MR. ALLEN: Rule 36, page 31 is next.

CHAIRMAN BAILEY: This is entirely a new matter, gentlemen, and I wish you would give your attention to this.

MR. ALLEN: Rule 36, Section 1, relates to official inspectors (reading all of said rule).

(Mr. Hocker of Oklahoma questioned the clearness of certain clauses in said rule, but no action was taken thereon.)

CHAIRMAN BAILEY: Now, this rule that was put over for Mr. Johnson's amendment.

MR. JOHNSON: Rule 34, about the center of the rule you will find the word "commingled." Place a period after the word "commingled" and omit the following words, "in which case they"—those four words, substituting "in all cases samples of cottonseed meal shall be when drawn, immediately placed in a tin can which shall be made and kept air-tight." Then the language of the rule goes on. The object of that will be to preserve the original sample as you have been customarily drawing it, so that when it reaches the chemist it will be in the same condition as it was when taken.

That rule is satisfactory to all the chemists we have talked to. If there are any objections to it, I think we would be glad to know it. I move, Mr. Chairman, we amend this rule as I have stated, and hope I shall be favored with a second.

CHAIRMAN BAILEY: Mr. Johnson has read his amendment.

(Amendment prevailed.)

MR. ALLEN: Mr. Chairman, I move the adoption of the rules as a whole. (Said motion prevailed.)

CHAIRMAN BAILEY: Will Doctor Soule please come to the platform?

(The address of Dr. Soule appears on page 54 I.)

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CHAIRMAN BAILEY: You will now be addressed by Mr. F. A. Southwick of St.

Louis, Missouri, on the subject of "Oleomargarine."

Oleomargarine and the Cotton Oil Industry

BY F. A. SOUTHWICK

Some years ago our forefathers set up in this fair Southland an aristocracy dedicated to the proposition that Cotton is King. A later generation disputed that proposition and put forth a new claimant to the throne whose name was Iron.

Although for a time these two monarchs were decided rivals, each with his large and influential following, it transpired that the Almighty in His infinite wisdom had so blessed this same Southland that there was ample support for both monarchs, and both have so continued to grow in importance and power that he must needs be anarchistic indeed who to-day would say that we could dispense with either.

There are kings who reign but do not rule. There have been kings who ruled yet did not reign.

There are kings who both reign and rule.

Some kings devote their energies to war and the arts of offense and defense. Others devote their energies to the arts of peace, the upbuilding of their country, the development of its resources, the happiness and prosperity of their subjects.

The one king we must needs have at times; the other is welcome at all times; and whereas King Iron still reigns, he does not rule. True, he furnishes us with the tools and implements of war, he builds our navies which preserve our integrity on the sea, he paves the way for our travel across continents, and he furnishes us with habitations.

King Cotton, however, both reigns and rules. He devotes his energies to the arts of peace; he furnishes us with our clothing; he adorns our homes, and in these latter days he has come to furnish us with a not insignificant portion of our daily food. He flies from our flagstuffs, and thus flying is the only monarch to which the true American ever takes off his hat.

On our first introduction to the world he wraps his fleece about us; and, when our weary feet have at last reached the end of life's toilsome journey, he again wraps his mantle about us and lies us down to pleasant dreams.

To King Cotton, then, I pay to-day my humble tribute and affirm in the inspired language of Mr. John L. Tait:

"All hail King Cotton,
He flings his fleece about ten thousand roaring gins."

A consideration of the oleomargarine question in connection with the industry here represented naturally resolves itself into three phases.

First: Is oleomargarine a proper food product?

Second: Granted the first proposition, what restrictions, if any, should be placed upon it by legislation?

Third: Can the interests here represented be served by the unrestricted and extended sale of oleomargarine?

As to the consideration of oleomargarine being a proper food product, there is no longer any doubt. My natural prejudice in favor of the commodity might logically lead me to take this ground, but I shall lay aside any personal judgment and endeavor to show by the opinions of those who cannot possibly be prejudiced in any way that oleomargarine is one of the best and at the same time most misunderstood and misrepresented food products ever given to man.

A brief glance at the processes of manufacture may perhaps clarify the question somewhat.

In many grades of oleomargarine cotton-

seed oil enters largely into the composition. As to the purity and cleanliness of that ingredient, I have already been forestalled by the campaign of education which the cottonseed oil people have inaugurated and are carrying on as to the relative merits between the product of the hog and the plant growing from the soil, feeding on sunshine, air and rain. Furthermore, the manufacturer of oleomargarine must have for his product an oil which is absolutely clean, highly refined and devoid of any unpleasant taste or smell.

In fact, if the manufacturer could secure an article which would be absolutely neutral in taste and smell, and a good stiff body, it would fulfill the ideal and very much simplify the manufacture of oleomargarine.

This may be a hint to the cotton oil crushers, because unquestionably the production of oleomargarine will continue to increase and it will naturally increase along the lines of least resistance, not the least important of which is the securing of proper materials. And if the oil millers furnish the ideal materials they will find a good and constantly increasing market for them. In addition to cotton seed, of course, other vegetable oils, as well as animal oils, are used, but in smaller quantities. And like cottonseed oil, they must all be of the very best quality. Low grade oils containing animal flavor or any other unpleasant flavor cannot be used in the manufacture of oleomargarine as it is conducted to-day.

In the manufacture of oleomargarine the highest degree of scientific sanitation must be observed. Any unpleasant odor around the factory will inevitably be found in the finished product. It will be seen, therefore, that the utmost care must be exercised at all times and at every step of manufacture.

In my own factory every utensil used is carefully and thoroughly sterilized both before and after using, no matter how many times a day they are used. In addition, the entire plant is thoroughly washed and sterilized several times each day, and frequently the interior is freshly painted, whitewashed and otherwise rendered clean and sweet.

Employees are required to wear white duck suits, which must be changed and laundered daily. The use of tobacco in any form is strictly prohibited in the factory during working hours. No visitors are admitted unless accompanied by proper guide, and no

handling by them of products in process of manufacture is permitted.

In addition to precautions taken on our own account, it is, of course, well known that Government inspectors are stationed in the plant to rigidly scrutinize every particle of raw material entering into the factory, and every process, and every step of every process; and finally, every pound of finished goods leaving the factory must bear the stamp of the Government inspector's approval. These inspectors are independent of any suggestions or instructions of ours. They have absolute authority, which they exercise relentlessly, and it seems at times as though they exercise rather more authority than good sense. But the error, if any, is always in favor of purity and healthfulness.

To-day a pound of impure or unclean oleomargarine is an impossibility in a properly-conducted factory. But who can say as much of butter?

There is not in this country anywhere a dairy or creamery where anything like the strenuous efforts to secure absolute cleanliness, sanitation and sterilization are exercised which are enforced in the Creamo butterine factory. In fact, in many parts of the country authorities are now awakening to the necessity of some sort of inspection in the dairy and creamery. So far, however, the question of healthfulness has not added much weight to that agitation, but it all seems to be animated by the selfish desire to raise the quality of the butter in order that a higher price may be obtained. The selfishness in this case can easily be forgiven in the desire to secure a better product, but I mention this to show the real animus of the agitation for dairy inspection.

For many years Congress and legislatures have expended large sums to improve the dairy conditions in this country. During all this time there has not, so far as competent experts can distinguish, been any visible improvement in dairying conditions. We have to-day the same old carelessly-conducted dairies and creameries, which are in many cases, and from my own investigations I may say in most cases, an absolute menace to the public health.

Only recently Prof. Bower of the Iowa State College, in his address before the State Convention at Des Moines, for over an hour pleaded with the dairymen to wake up and do something to improve the quality of their product. He states: "Makers and managers are willing to go almost any limit if they can cover up or hide from the consumers of butter the decomposed condition in which some of the cream is now received. How

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many makers are engaged in creameries guaranteeing extras out of cream, some of which is scarce fit for the swill barrel, let alone human consumption? Taste some of the cream and one would require to have a strong stomach if he would retain any portion of such stuff."

Mr. S. B. Shilling, president of the National Dairy Union, commonly known as the "butter trust," only last month in an article in the Dairy Product, published at Chicago, the organ of the National Dairy Union, states: "If the dairy farmers and butter makers throughout the country had full knowledge and appreciated the situation in the sale of their product in competition with oleomargarine, we would see an altogether different quality in much of the butter that is now coming into the different markets of the country."

"If the dairymen and butter makers could see and examine this product and compare it with theirs, they would know what they have to contend with. Some of them would know that they will have to produce a better article than they are now producing or they will be crowded out of the business."

Few people are aware of the amount of filth and dirt consumed by the people in ordinary butter. It was recently estimated that more than twenty tons of cow manure are consumed in the milk supply of Berlin every year. In the United States it is much greater, as in this country we have nothing like the degree of sanitary supervision which obtains in Germany. America has not yet fully awakened to the importance of keeping the barnyard and the drug store out of the food supply.

Let us come a little nearer home.

At the recent Dairy Convention in Pittsburg Mr. W. E. Van Nostran, Professor of Dairy Husbandry in the Pennsylvania State College, said: "More than 600 tons of stable refuse is consumed every year by the people of — (New York) in dairy foods, and it is reasonable to believe that a like proportion gets into our supply in Pittsburg."

Not only uncleanness, but disease and death, lurk in the dairy. In a few States laws now establish a standard of purity, or rather a standard of impurity, for the standard is so low that dairy products conforming fully to it cannot by any means be considered clean. For example, in Michigan, where the standard is highest, the law demands that milk shall not contain more than 200,000 microbes per cubic centimeter. This means about 1,000,000 germs to a teaspoonful. But as it is impossible for inspectors to examine every specimen, it is not uncommon to find specimens yielding up to 50,000,000 germs to the teaspoonful.

And this is what our butter is made from.

At present there is not, so far as I am aware or can ascertain, a single dairy or creamery in this country which is Government inspected or which is visited by the State inspector more than once or twice a year; and I find that usually the inspector sends in a notice two and three weeks ahead when he is coming.

There has never been a bill or ordinance proposed for inspection or regulation of dairies and creameries that has not been bitterly fought at every point by the interests which it sought to regulate. Even a city ordinance for proper inspection of milk coming into the town always receives a tremendous opposition, and only by strenuous efforts can such an ordinance be put through, and if it is put through it usually costs a great deal more to enforce than any good results from it justify.

Every one of us is aware of the fact that in an epidemic of typhoid or scarlet fever, as well as many other contagious diseases, the very first place we search for the cause is the dairy or milk supply, and I regret to say that usually our first search is our last, because in ninety-nine cases out of every hundred that is usually where the trouble is found.

Did any of you ever know of an epidemic of typhoid, scarlet fever, or any other contagious disease starting from a butterline factory or from the use of butterine? I defy any one to find any such record, and I further challenge any one to visit an oleomargarine factory conducted under proper conditions and to discover therein any of the germs of such diseases or any conditions under which such germs could exist or propagate.

And during all of these years when the manufacture of oleomargarine has been under Government and State inspection, assuring consumers of this product of a healthy and appetizing food and saving them hundreds of millions of dollars, during all these years, I say, the dairy and creamery interests, for which hundreds of millions have been appropriated by Congress and by State legislatures, have not, so far as competent experts can perceive, advanced one step, either in improvement of product or in sanitary conditions.

With the exception of a few changes in patent churns, or separators, we have to-day the same old custom of skimming milk and allowing it to stand from two or three days to as many weeks, then being churned in varying stages of rancidity, and put upon the market at a price about double what it ought to be, and would be under proper conditions.

I fear that I have dwelt too long on this phase of the subject, but I cannot help emphasizing the vast difference which exists between the two products under consideration. I do not think I am unduly influenced by personal interests in this matter, because the opinions of the dairy people themselves are a matter of record and need no twisting or misinterpretation to point out the danger lurking in the dairy and creamery.

On our side we have absolute purity of raw materials, which must be in first-class condition when worked; Government inspectors to rigidly scrutinize every particle of material coming in and every particle of the finished product going out; a Government sealed and guaranteed product, and an honest, wholesome product at an honest price.

On the other hand, we have a product made anywhere by anybody under questionable conditions of sanitation, oftentimes under absolutely known conditions of filthiness of a degree which is too marked for sensitive minds to dwell upon. Milk produced in the stable, infested with flies and every other sort of vermin, is set aside and allowed to grow more or less stale before being churned, and even then churned under such conditions as are almost sure to constitute a menace to the public health. It needs no argument, because it has been settled by the highest medical authorities in this and other countries, that human tuberculosis is due entirely to consumption of uncooked animal fats, of which butter constitutes the largest and most commonly used, and which is seldom, if ever, safeguarded by the precaution of sterilization.

Whatever may be our own opinion, that of expert dairymen we will concede to be of more value even for our own argument. Hon. R. M. Washburn, the late secretary of the Missouri Butter and Cheese Makers' Association, also late secretary of the Missouri Dairy Association, now instructor in agriculture in one of our prominent Eastern colleges, stated in print that half the consumptives in St. Louis were made so by eating butter made from unsterilized milk and cream. And what is true of St. Louis obtains elsewhere with equal force. He states that oleomargarine coming under his observation is a far better food product than a large proportion of what is sold as butter. Recent investigations of the Department of Agriculture show that 18 per cent. of the samples examined from cream separators showed the presence of tubercular germs, which shows to what extent the public health is menaced from this source.

To sum up as an answer to the first proposition advanced, I can offer no better testimony than that of both prejudiced and unprejudiced experts, the prejudiced being all opposed to oleomargarine as a food product. These opinions, mostly given at a time when the debate on the oleomargarine bill was at its height, have since been frequently reiterated and confirmed by those expressing them.

The Professor of Agricultural Chemistry in Yale College said: "It (oleomargarine) is a product that is entirely attractive and wholesome as food and one that is for all ordinary or culinary purposes the full equal of good butter."

Prof. S. C. Caldwell of Cornell University said: "It contains all the essential ingredients of butter, and its manufacture will be a public benefit."

Prof. C. A. Goessmann of Amherst Agricultural College said: "Oleomargarine compares in general appearance and in taste very favorably with the better kinds of dairy butter in our markets. It contains a smaller percentage of those constituents which in the main cause the well-known smell and taste of a stored butter" (rancidity).

Prof. Charles P. Williams of the Missouri State University said: "It is a pure and

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wholesome article of food fully the equivalent of the best quality of dairy butter."

Prof. J. W. S. Arnold of the University of New York considers that if each and every article employed in the manufacture of oleomargarine is perfectly pure and wholesome that the product differs in no essential manner from butter made from cream, and possesses the great advantage of not decomposing so readily. He states it to be his opinion that it is to be considered a great discovery and a blessing for the poor.

These opinions are supported in almost precise language by such eminent authorities as Prof. W. O. Atwater, Director of the United States Government Agricultural Experiment Station; Prof. Henry E. Alvord, formerly of the Massachusetts Agricultural College and the Maryland College of Agriculture, now Chief of the Dairy Division of the United States Department of Agriculture; Dr. Paul Schweitzer of the Missouri State University, and Prof. Wiley, Chief of the Division of Chemistry of the United States Department of Agriculture.

A further tribute to the merit of butterine is the fact that it has been adopted by every European country and more recently by the United States as a commissary ration in the army and navy.

When we consider the oleomargarine question in its legal aspects we are confronted with somewhat more complex conditions. I fancy that no one can tell what the original motive was for taxing oleomargarine, unless it be the natural tendency, which has existed since civilized man began to study and practice ethics, to protect the husbandman and the product of his labor. But in every country its sale is controlled by some sort of special legislation. Nowhere, however, is it subject to such discrimination as in the United States. Other countries seem to have pretty thoroughly solved the butterine question by the passage of legislation which successfully guards against it being sold as but-

ter, and further than this they have the good sense not to go.

Being a lawyer, I am more or less of the opinion that all legislation is bad and a good deal of it worse than the rest. But for senseless and impotent legislation I think some of our revenue laws are the most excellent examples the world has ever seen. For instance, if the Tennessee mountaineer takes the corn which the Almighty has given him as a reward of his labor expended on the soil and converts it into whiskey without paying the Government tax, revenue agents make life exceedingly hard for him, and if detected, and fortunate enough to escape with his life, he is made a guest of this great and glorious Government for a number of years.

On the other hand, a Vermont or New Hampshire farmer can take his apples, grind them up and convert them into a beverage which has whiskey beaten several ways, and the Government smiles its approval and lets him go his way unmolested.

There is no element of justice in such laws. Considering the question ethically, I can only point to the fact that bourbon whiskey has given to our civilization a race of men who are courteous, honest, hard fighters and good stayers, while New England cider has produced a race of close-fisted, hard-handed men of small conscience, and whose chief claim to virtue seems to be that their ancestors at one time burnt people at the stake for having religious opinions of their own.

If any of you have been, as I was for some years, in New England during the haying season, and have visited the horny-handed son of toil in the rural districts and partaken of some of his haying cider, you know exactly what it is. One glass contains at least two disagreements, and three a couple of fights and a jail sentence to any one who has not been born, bred and inured to its invidious influence.

So it is with the oleomargarine legislation.

The dairy and creamery manufacture butter from any old stuff, in unsanitary and often filthy surroundings, load it with preservatives, and color it any shade they please without fear of molestation on the part of the revenue agents. But if the oleomargarine manufacturer takes the purest of materials and, under the supervision of the United States Government, in a plant which for cleanliness and sanitation cannot be excelled, makes his product pleasing to the eye with a harmless vegetable coloring, the Government compels him to pay a tax almost equal to the entire cost of producing the goods.

Oleomargarine has been the victim of legislative attacks for a number of years, and it would seem as if it were about time to let up on it and devote the efforts wasted in the persecution of this legitimate industry and the money uselessly expended in the attempts to regulate or control it, to some more worthy consideration in the protection of the real interests of the people.

It is an old saying that he who is bent on evil never lacks an excuse. It certainly seems to work well in this case, the excuse being that it is wrong to color oleomargarine because it is likely to be sold as butter. If I had time I could show you that the butter makers are the real imitators, because until oleomargarine came into the American market there was no standard for butter color.

It would be just as sensible to say that celluloid should pay a tax of ten cents a pound if it is colored black or brown or any other color which represents rubber. And I could cite many other similar instances, which, however, will readily occur to you.

Getting down to "brass tacks," as we say up in Missouri, if butter is an animal product, and if the inspection laws of the Bureau of Animal Industry are to be consistent, it should be subjected to the same inspection and restrictions as oleomargarine. Possibly some one may say that butter is not an

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animal product, and this statement contains a grain of ironic truth. The reports of the Revenue Department telling of the excessive moisture often found indicate that butter is not always the product of milk. In fact, in some instances it almost seems to call for a certificate from the Navy Department.

I might say that oftentimes the butter maker bears a close resemblance to the big fish in the Biblical legend of Jonah in that they both get a profit (prophet) out of the water.

A prominent chemist was recently called upon to analyze a sample of high-grade creamery butter. He found it to contain cottonseed oil 70 per cent., water 22 per cent., milk and other unidentified ingredients 8 per cent.

Now, the only contention on the part of the oleomargarine manufacturer is that so long as his product is pure, healthful and wholesome he should be allowed to do what anyone else does without any restrictions by class legislation. If the dairyman is allowed to take a vat of cream and mix with it cottonseed oil and coloring matter and produce an article which he can sell on the market for 35 to 40 cents per pound, then why should not the oleomargarine manufacturer be, in like manner, permitted to take a vat of oleo oil, which physically is the same as cream in its fatty content, mix with it cottonseed oil and harmless coloring matter and sell it for 18 or 20 cents per pound.

It is this principle for which the oleomargarine manufacturer is contending. He has no objection whatever to the dairyman making his butter any way he pleases and mixing with it anything which may suit his fancy, but he demands the same right, and rest assured that so long as class legislation restricts him from using an ingredient, the right to use which is by the same law expressly granted to the dairyman, no one can blame him if he compels the dairyman to stay on his own side of the fence.

It is for this reason, and this alone, that a few years ago the dairyman was prevented from mixing cotton oil in his butter. The revenue law distinctly says that butter to be sold as such must be made exclusively from milk or cream or both, with or without common salt, and with or without additional coloring.

But we offer the dairyman more than a fair exchange. If he will permit us to use his harmless coloring, we will cheerfully permit him to use our pure clean cottonseed oil and commend his good sense in doing so.

But he who seeks equity must do equity, and we demand that if the dairyman insists on saddling our product with a ten-cent tax because it is made pleasing to the eye, he shall pay a 10-cent tax if he makes his butter more palatable, wholesome and healthful by the addition of cottonseed oil than he can do by using exclusively milk and cream.

Up to 1902 the oleomargarine industry was making rapid progress in this country. In fact, for the fiscal year ending June 30 of that year oleomargarine paid into the Government treasury nearly \$3,000,000 in revenue. By the strenuous efforts of the National Dairy Union and by the expenditure of immense sums of money (some have said of \$250,000, and its president has admitted it to be over \$50,000) the Grout law was enacted taxing colored oleomargarine 10 cents per pound.

Now, I submit there are but two objects to be gained by any legislation. First, to correct abuses; second, to raise revenue. And after seven years' operation the Grout law has amply proved itself to do neither.

When this bill was introduced, and during the debate in Congress, its supporters claimed neither of these objects for the bill. On the contrary, they flatly announced that it was not intended as a revenue measure but as a protective act to tax out of existence one industry and build up another. Mr. Adams, the Pure Food Commissioner of the State of Wisconsin, in his testimony before the committee said: "There is no use beating about the bush in this manner. We want to pass this law and drive the oleomargarine manu-

facturers out of the business." Charles Y. Knight, secretary of the National Dairy Union, in a letter to the Virginia dairymen about the same date said: "We have a remedy almost in our grasp which will eliminate the manufacture of this article from the food product list. The Grout bill, now pending in the Agriculture Committee in the House of Representatives in Congress, meets this demand."

Ex-Governor W. D. Hoard of Wisconsin, at the time president of the National Dairy Union, stated in his testimony before the committee at about the same time that the tax of 10 cents a pound to be imposed upon all colored oleomargarine was, and was intended to be, repressive taxation.

All this, notwithstanding the fact that it is an axiom in our system of government that the taxing power cannot be used to build up one industry at the expense and ruin of another. And it forms one of the most complete proofs that law and justice are seldom, if ever, synonymous terms.

In a well-known leading case decided in the Supreme Court of the United States, reported in 20 Wallace 664, it was said: "To lay with one hand the power of the Government on the property of the citizen and with the other to bestow it upon favored individuals to aid private enterprises and build up private fortunes is none the less robbery because it is done under the forms of law and is called taxation." Yet this is just exactly what was done in passing the Grout law. Testimony was taken before the committee from December 19 to January 16, and occupied something like 580 pages.

It was opposed by the cattle raisers, the packing interests and the oleomargarine manufacturers, but the dairy interests, with the assistance of that \$250,000 subscribed by the dairymen, and by holding over the heads of Congress the "dairy vote," after one of the most shameful exhibitions of bulldozing and favoritism ever seen even in the American Congress, succeeded in having the bill enacted. In the argument upon this bill great stress was laid on the fact that it was to prevent the sale of oleomargarine as butter, and yet a most careful scrutiny of this law fails to disclose a single word, sign, letter, symbol or character to prevent such sale.

It was, as its supporters admitted, purely and simply repressive class legislation, and its operation has proved it to be itself the rankest fraud ever seen in the jurisprudence of this or any other country.

In its operation it enables a strongly organized trust to place an arbitrary price upon its product; it defrauds the Government of many millions of dollars every year in revenue; it compels the poor man to pay more for one of the chief necessities of life; and, above everything else, it places a large premium upon crime in that it aids and abets and makes exceedingly profitable the sale of oleomargarine for butter.

This law put pretty nearly every manufacturer of oleomargarine out of business with the exception of a few of the large packers, and the only reason they were able to stay in was because of their other large interests. Without going into further detail, the results of this law have been that while butter has steadily climbed in price until from ten years ago selling at 18 cents to 20 cents, it now sells from 38 cents to 40 cents, quality has grown steadily poorer until to-day it is almost impossible to find a pound of absolutely pure butter.

The Grout law was the offspring of the National Dairy Union, the butter men of the Northwest, and while it has not accomplished the purpose which they intended, they have for the sake of consistency been compelled to support it and claim that it has. Advanced thinkers along this line, however, have begun to see the light, and Mr. Shilling, the president of the Union, has in his writings and utterances been more and more boldly advancing to a line where he will, unless checked by the interests back of him, come out flatly for a repeal of the law.

While the tax of 10 cents per pound enabled the butter trust to place that much more profit on their product, the oleomar-

garine industry has been growing in spite of its handicap, until to-day it is again a formidable opponent of butter, and will be more so if the present law remains in force. Because it was early discovered that oleomargarine could be bought from the factory in its natural or uncolored state, paying ¼ cent per pound tax, taken to a stable loft or cellar, surreptitiously colored, and taken out and peddled around the neighborhood for country butter at or very near the price of that commodity. Then arose the large army of "moonshiners," because when any law places such a heavy premium as this upon crime there will always be found parties who will take advantage of it.

I venture the assertion, with little fear of contradiction, that in almost any large city, particularly in the Middle West and South, oleomargarine is more commonly used to-day than butter. I know that in many cities it is practically impossible to find butter on the table of any public house feeding the people. So that the butter people are waking up to the fact that even this 10 cents per pound does not give them the protection which it would appear to on its face.

Before the passage of the Grout law butter was afforded a protection of two cents per pound. Taking the reports of the last fiscal year, it will be found that butter only enjoyed a protection of eight and sixty-five hundredths mills per pound. Taking the figures for the month of April, just closed, it shows only .0065, a decrease of almost 33 1-3 per cent., and the greater the increase of oleomargarine, the less protection will butter receive under the present law.

As before noted, the dairy interests are coming to see that this is not the proper way to protect their product, because no matter what tax they succeed in placing on oleomargarine, it will have a constantly increasing market, and they are beginning to look for other measures of protection. It has become almost impossible to secure conviction of a moonshiner in any court, the courts are construing the oleomargarine law more liberally all the time, and just as long as the present law stands on the books, just so long will the present conditions continue, except that they will grow better for the moonshiner and worse for the legitimate butter dealer.

Mr. L. G. Nutt, special agent for the Internal Revenue Department stationed in St. Louis, recently stated that the Federal oleomargarine law has failed in its purpose. He further states that this law has benefited nobody but the "moonshiner," and has enabled many of them to make fortunes.

The oleomargarine manufacturer is not and never has been in favor of the present law, because he realizes, as must every man who studies the question without prejudice, that it restricts honesty and promotes dishonesty; that is, it limits the manufacturer in doing an honest business while, as before pointed out, the moonshiner and dishonest handler of oleomargarine become in a few years both opulent and insolent.

What the manufacturer wants is a law which will render it impossible to sell oleomargarine for anything except exactly what it is, in a manner which cannot possibly deceive any purchaser or user. Then he demands the privilege of marketing his product upon its merits unencumbered by restrictions, class legislation or unjust discriminations of any sort. He has no objection whatever to strict surveillance by the Government. In fact, he courts Government inspection, a thing which the butter maker does not want, but on the contrary is very anxious not to have.

The fact that oleomargarine could be sold for butter is no reason whatever for placing a prohibitive tax upon it. The true way to stop it was to enact legislation which would make deception impossible. In other words, the law should say to the seller "You shall not sell it for butter," and then see to it that he does not. Whereas now the law says "If you do sell it for butter you must pay ten cents a pound for the privilege." And it is only a short step to the larger proposition of the law which says in effect that if you

do sell it for butter you must do it surreptitiously and pocket the revenue which the Government ought to have.

There is not a lawyer in this land worthy of the name, unless he is retained by or has some interest in the butter trust, who will not pronounce the Grout law one of the most atrocious instances of unjust discrimination and class legislation on the American statute books, and America has long had the reputation of being the banner country for freak legislation.

The dairy interests have a fearless champion in the person of Mr. A. Jensen of Eureka, Cal., and in a recent issue of the organ of the butter trust he gives us this admirable sentiment: "You may quote me as standing for the farmers' prosperity in dairy production as well as for that of those who are engaged in the production of foodstuffs. When prosperity reigns in the fields of production the nation prospers, and the nation suffers when prosperity does not reign with those who produce the food products that nourish its people."

But here is the grandstand play of his whole performance. He says: "All material assistance comes from the soil." If butter is a material assistance coming from the soil, it is a simple inductive process to show that butter comes from milk, milk from the cow, who eats the grass growing in the soil and converts it with the laboratory which nature has given her into milk. I cannot see why you and I do not stand in the same relation with butterine made from cottonseed oil.

The cottonseed oil comes from your cotton plant which draws its sustenance from your soil and converts that sustenance into edible fats. The only difference is that in one case the Almighty has seen fit to place the laboratory in a member of the animal kingdom and in the other in a member of the vegetable kingdom. But if we are to accept the teaching that ever creature whom the Almighty has created is to Him equally near and equally distant, and I think this is a safe axiom, then the difference disappears and Mr. Jensen is arguing for the cottonseed oil men and the butterine manufacturer at the same time he is boosting the farmer and the butterman.

Mr. Jensen in the same breath says that he is for the farmer and the producer of assistance from the soil, but that he is opposed to oleomargarine in any form, has always fought it and always will. This is a most glaring exposition of inconsistency, because anyone with a little study can easily see that the present law does not protect the farmer. In fact, it robs him, decreases his output both of cattle and of dairy products, and makes him pay a larger price for his butter when he has to go into the butter market for four or five months in the year and buy it. It robs the people by placing unjust taxes upon them for the support of the butter trust, and increases their taxes to make up for the revenue loss to the Government by the operations of the Grout law. And anyone, I care not what his position may be, who advocates a retention of the present measure masquerading under the name of a law is not loyal to his government, just to his fellowman, or awake to his own interests.

What bothers the butter trust more than anything else is the fact that so far there is no united effort, and I may even say, there is not apparent harmony of effort on the part of the oleomargarine producers to secure a repeal of the present oleomargarine law. The demand for the law's repeal comes from the people, who are awaking to the fact that they have been hoodwinked by the idea that oleomargarine is not the wholesome, nutritious product which the oleomargarine producers claim it to be, and there is no reason why they should not be allowed to buy what they please at a fair price.

The people, therefore, are asking for relief. United labor through its organizations, as well as butchers' and grocers' associations, both State and national, are demanding a repeal of the Grout law. The cattle raisers in their conventions are demanding

that this iniquitous legislation be wiped from the statute books, and last year the Inter-State Cottonseed Crushers' Association demanded the same thing by the passage of most excellent resolutions offered by Mr. Culbertson of Paris, Tex., resolutions which we would all like to see passed by every representative body of men in this country and brought to the attention of every member of Congress.

We do not want to sell oleomargarine for butter any more than you gentlemen want to sell cottonseed meal for coal. You will remember that only about twenty-five or thirty years ago users and consumers of cotton oil talked about it in a whisper as though they were guilty of a crime. Today, however, it is one of the leading industries of this country, if not in fact the leading industry of the South. I need not take your time to tell what you already know of its wide use, but I venture the assertion that no one to-day is ashamed that he buys, sells or uses cotton oil.

So with oleomargarine, the light of reason is driving away prejudice and the people are coming all over this world to buy it and use it for exactly what it is, boldly and unashamed.

We do not have to sell it as butter, and all we ask is what I think every unprejudiced person is willing to concede, that is, a square deal in place of the present daring steal.

We come now to the main question. That is, how can the cotton oil interests be benefited by a repeal of the present oleomargarine law and the free and unrestricted sale of oleomargarine.

In appearing before you to-day I do not do so as an ambassador, but my sole object is to point out, if I can, how the cottonseed oil industry is peculiarly interested in a repeal of the present oleomargarine law. While statistics are always dry reading they are none the less potent facts, and in the present case point a moral more strongly than any language which could be used.

There was produced in this country in the fiscal year ending June 30, 1908, approximately seventy-nine million pounds of oleomargarine.

Assume that of this amount thirty per cent. was cottonseed oil, which I think will be found a very conservative estimate, and the real facts would probably show much more. This shows that there were consumed last year in the manufacture of oleomargarine 23,700,000 pounds of cotton oil. This of itself is quite an item and a market well worthy of careful cultivation.

Now if the sale of oleomargarine was unhampered by class legislation and it could be sold on its merits, as I have attempted above to point out, there is not the slightest question that in a very short time we should lead all other countries in our production and consumption of this food product, because it is a well-known fact that our people are the most progressive of any on earth, and once the poor man's butter is placed within his reach, his consumption of it will largely increase.

Not only the poor man should be considered, but also the further great fact that people of taste and refinement are everywhere taking up the use of oleomargarine in place of butter because of its greater purity and healthfulness, and because also of the alarming disclosures in the dairy conditions, and it will be at once seen that the American market for oleomargarine should be at least equal per capita to that of any other country on the earth.

A good example of what might be expected will be found in Denmark, where the sale of oleomargarine is unrestricted except in so far as to absolutely prohibit its sale as butter. During the last year there was consumed in that country 60,345,248 pounds, which was an increase of 2,439,533 pounds over the preceding year.

Now the population of Denmark is only a little over two millions, so that this consumption really means nearly thirty pounds per capita, or about thirty times the rate

of consumption in this country. Our population is increasing by tremendous strides, and it is predicted that our next census will show a population approximating one hundred million under the American flag. If the consumption of oleomargarine in America should equal that in Denmark, and there is no earthly reason why it should not if given the chance, this would mean a consumption by the American people of three billions of pounds of oleomargarine per annum.

Now taking thirty per cent. to represent the cottonseed oil used, we find a market for that product of 900,000,000 pounds, which is equal to 112,500,000 gallons or 2,370,000 barrels, an increase of considerably over four hundred per cent. on the present figures.

With such a market in sight, I think it needs no argument to enlist the sympathy and moral support of the cottonseed oil producers, and I am confident that any legislation looking to a repeal of the present oleomargarine law and the placing of oleomargarine upon the market strictly upon its merits will receive all the co-operation and support that the cottonseed oil producers can give it.

I stated before that there was, so far as is now apparent, no united effort on the part of the oleomargarine producers to repeal the law. The chief reason for this is that such effort is at this time unnecessary, because the demand for repeal is coming from the people who are oppressed by the law, and the demand is backed by the voice of public sentiment which no legislature or congress dare long disregard.

At the proper time there will be no lack of action or energy on the part of the oleomargarine people. But we want the people who are now demanding the repeal to be uninfluenced by any arguments which we might first advance, because it is evident that they are fast realizing the fact, that on the one hand the consumer is robbed and oppressed by the present law, and on the other hand it is the criminal which the law creates, abets and protects who reaps the richest harvest.

The oleomargarine manufacturers ask for no monopoly and I do not believe that a monopoly of this product could exist. What we do want and confidently expect to get is the right to sell our product for what it is; pay a just tax to the government if need be; and to eliminate from the oleomargarine industry all chances of fraud and deception of every sort.

We propose to stand or fall on the proposition that oleomargarine is a pure, wholesome, healthful and legitimate article of food, that it can, and of a right should be, marketed strictly upon its merits, and we ask for the opportunity to justify the faith that is in us by proving these propositions.

In this we want the moral support of the cotton oil producers. We have no chestnuts to be pulled out of the fire and no motive whatever except the plain and honest one of securing for every man a square deal. And this means a square deal as much for the butter producers as for the oleomargarine producers.

It may be argued at first glance that such a large increase in the consumption of oleomargarine would seriously cripple the dairy industry. A more careful survey, however, will show the fallacy of this reasoning, because we all know that the dairy interests in this country are not increasing at anything like the rate of the increase in population or the demand for food products. Large sections of our country which a few years ago were known as dairy sections now produce almost no butter at all. This is particularly true of many sections of the South, and this condition of affairs will continue just so long as there are people to feed.

The dairy farmer need never fear that so long as he produces a wholesome and healthful butter his market will ever be taken from him or that his price will ever be seriously endangered. There will always be a demand for his product at a price which will

well repay him to keep up its quality and volume.

It will have the effect unquestionably of making butter cheaper to the consumer, because it will render impossible the cornering and storing of butter during the months of production, during which time the butter trust buys it up at from fifteen cents to eighteen cents, and holds it until the fall and winter season, and sells it for thirty-six to forty cents, thus reaping an unjust profit and extorting an unjust tribute from the consumer.

Another benefit would be gained to the farmer by the unrestricted sale of oleomargarine, an increased demand for fat cattle as well as an increased demand for cream and milk. So that, reasoning from any premise, it is easy to see that he who furnishes us with food which is the product of the soil will reap the benefit, and the only disadvantage will be to those capitalists who now meet once each week and over their cigars and wine dictate the price which you and I must pay for our butter, regardless of the price at which it was purchased by them.

I feel it the duty of everyone in favor of a repeal of the present oleomargarine law to let his views be known in his own community and to see that his congressman is also made acquainted with them. There are few congressmen who dare oppose the opinion of their constituents after that opinion is brought to their attention.

Just now it seems to me that the industry here represented stands in a peculiarly advantageous position. It is recognized, everywhere that the South can no longer be ignored as an important factor in the development of this country. There is politically a keen desire to stand well with the South, and it takes no inspired prophet to foretell that from this time on the views of the Southern people will have no small weight in shaping the destinies of our republic, and that whatever concerns the welfare of the South will receive careful attention in the halls of Congress.

Cotton oil by reason of its large and rapidly growing importance will find that its demands will not be considered lightly if presented in a manner calculated to attract attention. For that reason also I have dared to come before you, not to point out your duty, but rather to confirm my conception of it, and to say that in the fulfillment of that duty there will be found no North, no South, no East, no West, but a united constituency having in view the greatest good for the greatest number, the welfare of our brother man, and an enlargement of the domains and a prolongation of the reign of King Cotton.

Oleomargarine Resolutions.

Following Mr. Southwick's address this resolution was introduced by J. J. Culbertson of Texas, and adopted unanimously:

Whereas, It is the sense of the representatives of the Inter-State Cottonseed Crushers' Association, in convention assembled, that the present oleomargarine law, enacted by Congress May 9, 1902, seriously cripples one of the most important industries of this country, and

Whereas, Such law restricts the output of cottonseed oil, which is a component part of oleomargarine, and

Whereas, The poorer classes of the United States are being deprived of a cheap and wholesome substitute for butter, and

Whereas, We deem the present law inadequate and insufficient to effect the purposes required of it, and

Whereas, After six years of operation, said law has proved itself to be the means of tearing down one or more American industries to build up another, and is an iniquitous species of class legislation, contrary to American principles, and

Whereas, It is an axiom of our system of government that the taxing power cannot be so used, and

Whereas, The operation of this law defrauds the government of more than two

million dollars yearly in revenue tax, now, therefore, be it

Resolved, That we, the representatives of the Inter-State Cottonseed Crushers' Association, representing the entire cottonseed oil industry in the United States, protest most earnestly against such conditions, and hereby appeal to the Congress of the United States for the repeal of the present law placing a tax of ten cents per pound on colored oleomargarine, and the enactment of such legislation as will place oleomargarine upon the market strictly upon its merits.

Upon motion of Mr. Culbertson these resolutions were unanimously adopted.

The following committee to consider the press cloth matter was announced by the Chairman at the request of President Parrish:

Jo W. Allison, Texas; Erister Ashcraft, Ala.; J. C. Hamilton, La.; Fred. Jones, Tenn.; J. J. Lawton, S. C.; J. M. Aydlotte, Okla.; Wm. Beack, Mo.; John Aspegren, N. Y.; A. D. Allen, Ark.; E. P. McBurney, Ga.; E. Cahn, Miss.; Jonathan Havens, N. C.; R. L. Hedlin, Texas; M. E. Singleton, Ill.; John J. Caffrey, Ky.

Following which the convention adjourned until 10 o'clock Thursday morning.

THIRD DAY

Thursday, May 20, 1909

Thursday's session of the convention was called to order by President Parrish at eleven o'clock. Geo. R. Brown, of Little Rock, pre-

Utilization and Price of Linters

BY W. R. MEADOWS.

In presenting this subject for your consideration I wish, first, to briefly outline the present ways in which linters are being utilized; second, to summarize present conditions in the linter market, and third, to offer some suggestions which, if followed, will, in my opinion, tend to the betterment of existing conditions.

A convenient classification of the purposes for which linters are used is as follows:

First, as a chemical basis for cellulose, from which gun cotton, nitre powder and superior qualities of writing paper are obtained.

Second, as a stuffing material for the manufacture of mattresses, comforters, horse collars, cushions, pads, etc.

Third, as free or loose cotton, such as cotton batting, wadding, absorbent cotton; as a wrapping for shoes and as stock to mix with wool in hat-making.

Fourth, as a textile fibre for spinning low-grade yarn. This yarn finds employment as web, or filling, in coarse cloths, especially when the cloth is napped in finishing; in coarse or heavy knit goods; in wrapping twine and cheap rope, and in lamp and candle wicks. Also, as a fibre for mixing with shoddy to make the cheapest forms of woolen yarn and cloth.

Turning now from the consumption of linters to their production, your attention is next called to present conditions and practices among the mills, and to the ever-increasing supply of this low-grade cotton and its constant depreciation in price. What has caused such a phenomenal growth in production? And has this growth of production been the only or the chief cause for the fall in price from more than 4c. to about 1c. per pound? The answer to these questions are not far to seek.

The seed-crushing business is one which in the past ten years has made, and is still making, vast strides in its development. Since the beginning of this century the number of mills in the United States has increased from 369 to 786, in 1907, and probably to considerably over 800 at the present time. The production of linters this season is about 345,000 bales against 114,500 bales in 1899—or a twofold increase in production in nine years. This great increase in production is,

presented a letter from the Governor of Arkansas inviting the next convention to be held there. He also presented letters from the Mayor, the Clearing House, Merchants' Exchange, Freight Bureau, Business Men's League, Board of Trade and Marion Hotel Company. These communications were referred to the executive committee. A telegram was received from R. Barbour, of Belfast, extending greetings from Ireland.

An application for membership in the Association from the Union Oil Company, Crescent Mill, was read and favorably acted upon.

F. C. Horner, of Kentucky, sent the following telegram: "Colonel Ready and bride are safely embarked upon the sea of matrimony and although they are keeping their immediate destination secret we know their ultimate port is happiness. I am instructed by them to thank you for your kind wishes."

A telegram was read from the Mayor of Mobile, Ala., inviting the Association to meet in that city next year.

J. C. Hamilton, of Louisiana, presented report of legislative committee, which was duly accepted by Association.

Mr. Perkins moved that the secretary be instructed to cable reply to Julian Brode, the Marseilles Oil Association, and Irish Brothers and Mr. Barbour and to thank them for their cordial telegrams. Motion prevailed.

Wm. R. Meadows, director of the Mississippi Textile School A. & M. College of Mississippi, Starkville, Miss., addressed meeting on "Some Suggestions on the Utilization of Linters."

of course, largely due to the increase in the tonnage of seed crushed, but another important cause of this increase is the well-known fact that seed is now being ginned twice instead of once as formerly. This second ginning increases the yield of cotton from 30 or 40 pounds, as in former years, to an average of 60 pounds, and in some cases to 80, or even 100 pounds per ton of seed. This great increase in the supply of linters has necessarily exercised a depressing tendency on its market value, but to make matters even worse it seems that it has become the practice of some, if not many, mills to mix the two cuts of linters and to sell all at a common price. Now it is not a fact, as often maintained, that any fibre long enough to have two ends is good enough to spin into yarn, and the second crop of linters cannot claim a value as a textile fibre. Its mixture with the first crop has served two chief ends—to debase the spinning value of the latter and at the same time to enormously increase the supply. It is no wonder then that linters have become a drug on the market and an almost negligible quantity on the profit and loss sheet of the oil mill.

In this connection I quote from a Consular report from Hamburg, Germany, contained in United States Bulletin No. 95 on cotton production in 1907. It says:

"There is considerable complaint about the low grade of linters shipped from the United States during the last few seasons, so much so that it is difficult to sell this cotton in any quantity without arbitration; in fact, it is stated that several buyers have adopted the policy of arbitrating every purchase. What the German consumer wants is an even running lot, free from dirt, trash and bolls. The best grades are always salable at fair prices, but in selling mixed lots the price is always based more nearly on the value of the lowest sample than on the average of the lot."

Accepting this as a true statement of fact, the following points are worthy of note, first, that the lowest sample largely determines the price of a mixed lot of goods; second, that good grades of linters are always salable at a fair price; and third, that German consumers, who are our best customers, desire even running lots of linters, free from dirt, trash and bolls.

There are two other facts which the seed crusher must face and acknowledge as true,

first, that the annual supply of linters will continue to grow larger as the years go by; and second, that there is no prospect of relief from current low prices until existing conditions and practices are changed. From these facts as premises let us ask what, if anything, can be done to secure a more satisfactory price for linters? The answer to this question brings us to the suggestions I wish to make, and which I hope are not entirely impracticable.

Separate Linters.

In the first place, as a matter of great importance, I would urge that every mill keep separate the two cuts of linters, pack each kind in its own bale, and plainly mark with indelible ink every bale "First" or "Second." As a cotton mill for its own protection marks as seconds all its goods of inferior quality, so seed crushers, from self-interest alone, if not from higher motives, should carefully distinguish the two qualities of linters. Such a practice would relieve the complaint of purchasers on account of low-grade stock. It would tend to reduce the competition on the part of the second cut where the better quality is demanded, and it would help to secure a better price for the first crop. That there are some practical difficulties in the way of keeping separate the two cuts is freely admitted. New machinery will be required in many mills, and, hardest of all, established customs will have to be changed. But the situation demands a change, and the increase in price of the better quality of linters will, in my opinion, amply repay the additional trouble and expense.

The two crops being kept separate, the second crop can be sold directly to powder and paper manufacturers to whose purposes it is well adapted. Probably a special effort on the part of this association to call the attention of the leading powder manufacturers and the great governments of the world, who supply their armies and navies with smokeless powder, to the cheapness and satisfactory nature of linters as a source of cellulose, would be rewarded by an increased demand for this purpose, amounting to many thousands of bales per year.

If it should be found from experience that paper and powder manufacturers cannot use this low-grade product at a reasonable price, and should no new use be discovered, economic, though not philanthropic, reasons suggest a remedy, let the mills by unanimous consent and common agreement burn the second cut of linters as fuel. The first ginning will then command as high a price as was paid in former years.

More Care Necessary.

I would next suggest additional care in the preparation of linters for the market. Let the manufacturer play the merchant and learn that if he would hold his present markets or conquer new ones for his wares, he must cater to the needs, tastes and even the prejudices of those to whom he would sell, but all the while seeing to it that the customer pays for the extra pains and extra work which the special preparation requires. Following out this idea, American seed crushers might well undertake to cleanse a part of the first cut of linters from undue amounts of dirt, trash and broken bolls, as our German customers desire, that they may be able to obtain in the open market exactly what they want. Machinery to accomplish this result is not complicated or unreasonably expensive. The ordinary openers and loppers used in the cotton mill would answer this purpose admirably, and do not require special skill on the part of the operative. And going a step further, if purchasers of linters prefer it, our mills should strive to supply them with cotton packed in any form to meet their peculiar needs. For example, cotton packed in the American, or Bessornette, round bale, is delivered in a condition well adapted to the needs of mattress and comforter manufacturers, and without doubt they would gladly buy their supply of cotton in this form of bale.

In this connection I would call your at-

tention also to the importance of the home market as a distributing point for linters. Cotton batting, ready prepared and just suited to quilt and comforter making, meets with ready sale, and if kept on sale all the year at the mill or at some convenient store, the volume of this business would be gratifyingly large. This local demand or market might be still further extended to all parts of the United States, and even further, if the mills will prepare the batting in suitable packages, for the retail dealer, thereby in a measure eliminating the middleman and cheapening the price of the cotton to the consumer.

Another recommendation I would make is that this association request the National Government to appoint a special agent to devote his time exclusively to a study of the uses of linters and to finding new markets for this product. I am aware that there is already one special agent of the Government engaged in the work represented by this association, but his time is likely filled in searching for new markets and new uses for oil and meal. As one phase of his duties let the additional man study the availability of linters as a material for bedding for the untold numbers of the Oriental nations. This field, it seems to me, offers great possibilities for the consumption of low-grade cotton.

There is still one last suggestion to be made. Indirectly the consumption of linters can be increased by the removal of the competition due to the presence of low grades of cotton of ordinary staple. To extend the use of low-grade cotton of good staple, I can think of two ways, but doubtless there are many others still to be pointed out. The first way is for Americans to substitute the cotton-rope drive for machinery in the place of leather belts and Manila-hemp ropes. The cotton-rope drive has been working successfully in England for a number of years, and we might profit by their example.

The second way of promoting the use of cotton is the substitution of cotton bagging for the ordinary jute covering. I know that this change has been tried, and that the attempt failed, but it is being tried again, and this time conditions are such as to warrant the hope of success. The old practice in the Liverpool Cotton Exchange of deducting 6 per cent. from the gross weight of a bale to determine its net weight is beginning to be replaced by a fairer method of deducting the actual tare of the bagging and ties to arrive at the net weight on which the price is based. Under the new rule a light weight bagging will not be penalized on account of its lightness of weight, but each covering will stand on its own merit. Should the cotton crop of the South be wrapped in cotton bagging from 120,000 to 150,000 bales of the lower grade would be consumed annually for this purpose. Understand, if you please, I do not claim that linters can be utilized for bagging, for I fear that linter yarn cannot stand the test of strength required; their availability yet remains to be determined, but by using up such large quantities of low grade cotton a strong competitor of linters is removed and higher prices for linters might reasonably be expected to result. Self-interest then will direct that the mills represented in this association look with favor on the substitution of cotton for jute bagging, and that where practicable they lend their assistance to a movement which will benefit not only the seed crusher but also the cotton manufacturer and the cotton planter.

Ex-President Hamilton took the chair and introduced K. D. McKellar, who addressed the convention on "The Relation of the Federal Government to Cottonseed Products for Fertilizing Purposes."

(This address will appear in a later issue.)

J. D. Newton, of Jackson, Tenn., was announced as having been appointed by President Berrett of the National Farmers' Union to appear before the convention.

Letters from Special Agent.

Following are extracts from letters by J. L. Brode, dated Havre, May 7 and 9, 1909: "I am here endeavoring to get the merchants to

subscribe their share of the Dr. Muntz fee and to co-operate with these of Marseilles in opposing the prospective tariff increase. Everywhere they are opposed to it, and realize it will hurt their business, but the firms are scattered and it is my desire to get them organized and make their defense in common, and get them working hard on the proposition. To-day, everywhere I went I found men glad to take part and they are giving me many pointers and the names of other people of influence at different towns. I received a wire to-day from Marseilles acknowledging receipt of my letter and stating they were working together to raise their share: the committee in the Interstate should raise 1,500 francs. The French importers are looking to America for support and co-operation. They say it is an American product and American interests shall be benefited by the maintenance of the present duty. I understand the packers paid 10,000 francs for a report by Dr. Muntz along same lines for compound lard some years ago (1878). We are going to Nantes from here, via Paris, as cannot go direct. At Nantes I hope to interest some large sardine factories in putting up the fish in cottonseed oil instead of olive oil, which is very high now. From there we go to Bordeaux on same mission on which I am here, and then to Barcelona, where I will complete my Spanish investigations. We then go to Marseilles, from where I shall cable further on the subscription fund. We will get there about the 19th instant. I may go to Paris again with the delegates, but this may not be necessary." May 9, 1909—"We returned here to-day from Havre. I think the merchants there will pay their share of the Dr. Muntz fund. All said they were entirely willing and I suggested they have a meeting at an early date, and then write to Mr. Toy Rivet of Marseilles. He and Mr. Biddeleux are most interested at Marseilles and will raise the Marseilles part of the fund. The oil men are not organized here as we are, but they are tending toward it now. Each town has a syndicate or little association which has meetings occasionally. I am going to Bordeaux to see some merchants there on same subject: with an organized defense more good can be accomplished and I hope I shall be able by my work to assist in the maintenance of present duty on oil. A raise to 14 or 25 francs will certainly limit the business. The men in Havre need oil, and one told me he intended buying on first break. I suggested he had better buy now as there may not be any breaks. There is nothing weak in the oil market, nor anything extremely bullish in the situation. I think there will be a gradual increase in price as the season draws to an end; not until new oil comes on will there be a break. Arachide oil, or peanut oil, is lower than cottonseed oil, and for that reason cottonseed oil is not in heavy demand now, but this oil will not supply the olive oil shortage. Arachide mills are sold ahead and buyers are taking out now future months' shipments. Again, arachide oil will turn rancid more quickly than cottonseed oil, and by July or August there will be very little good prime arachide oil on the market."

Allison Distributes Bread.

Chairman Hamilton announced that Mr. Allison has some bread made of cottonseed flour and would distribute slices of it to the members. Mr. Allison said the bread is made from cottonseed flour and will show what can be done with our product. It is said by statisticians that we are confronted in this country with a wheat shortage and that in the course of less than five years the American crop of wheat will not supply the demand for wheat bread. If that is true, the South has a material nearly six times as rich in protein and fats as that of the best wheat flour, and it can be made easily and readily into a better bread than all wheaten bread. I have demonstrated it in my house for many years.

CHAIRMAN HAMILTON: We will now have an address by Mr. J. J. Culbertson, of Paris, Texas, on "Why a Tariff Commission?"

Why a Tariff Commission?

BY J. J. CULBERTSON

The matter on which I have been asked to address you is one that concerns every manufacturer, merchant and citizen of these United States, and most vitally concerns the interest of the business in which we are engaged. As you know, the convention held in Indianapolis in February last was for the purpose of discussing the best means of securing a tariff commission. At this convention some eight hundred delegates from all parts of the United States were present, and about every manufacturing and business interest was represented. I had the honor with others to be appointed by your president as delegate to that convention. It was one of the most instructive and edifying gatherings of earnest business people that we have ever attended, and the addresses from those gentlemen who had given the subject much care and thought indicated clearly the necessity for some better means for securing a more equitable and intelligently constructed tariff than we have at the present time. It was shown clearly that while the Congressmen and Senators have undoubtedly accomplished their best with the present means at their command, on this most intricate question, through the medium of the Ways and Means Committee and otherwise, the regular duties and work which have been assigned to them have occupied their minds and attention to that degree that it is absolutely impossible for them to give that necessary time and study to the question of formulating a tariff schedule that the importance of the subject demands. Senator Beveridge in his elaborate and finished speech before the convention pointed out the difficulties that are being encountered under the present methods, that gentleman having given this subject much care, exhaustive research and much scrutiny. The methods employed to-day are the same practically as have existed since our first tariff was formulated, and is to our minds obsolete and out of date. They do not keep pace with the growth and magnitude of the present business of this country. What commercial or manufacturing concern to-day would employ the same means in doing their business as they did twenty-five years ago? Any business concern not keeping pace with the times and employing the improved business methods of to-day would become relegated and lost commercially. This is the position of our country to-day as relates to our tariff. The announcement that by virtue of the sentiments of the people, or by reason of some change in our foreign trade relations or otherwise, a revision may be necessary, creates such disturbing factors in trade that the interests of the whole country are adversely affected, and remain so until the legislative powers at Washington are able to frame and finally form something that constitutes a compromise measure such as we find is being done at this time, and really most of the important measures that finally become laws are the results of compromise in which the full effects of the original bill are to some extent lost. Witness the unsatisfactory contentions that are now going on at Washington, and the diverse opinions that exist on the proposed tariff, which differences might to a great extent become eliminated by adopting improved ways and methods as are being proposed. Germany and other European countries have handled this important subject in a manner far superior to and more up to date than ours. We can learn lessons from their experiences. The means adopted by Germany have been such that the schedule that has been finally promulgated by their Reichstag is the result of many years of careful study by experts especially selected, that have been appointed by the Government for that purpose.

That commission composed of thirty-two men appointed for their especial qualification and knowledge of the subject, took six years of studious and scientific work, and made a full study of every article manufactured or produced in their own country and that produced by every other country and their rela-

tion to each other, before it was conscientiously able to present to the Government their classifications and schedules that were adapted to the needs and wants of their country. After this was accomplished, these were submitted to the various States and finally rearranged by that commission before being presented to their Reichstag. This body with few changes finally passed such, and it stands to-day as the best maximum and minimum tariff on earth. It enables her to establish such friendly reciprocal trade relations with other countries that have given her such tremendous advantages over her large competitors. England to-day has a British tariff commission composed of the best experts of that country, who are at work studying out the great problem that confronts them, and it will be able at the end of their labors to present to Parliament a bill that will embody honest tariff reform.

It was proposed at the Indianapolis convention that a tariff commission or bureau be created, such to consist of non-partisan, non-sectional experts, to give that scientific study, investigation and attention in collecting, collating and presenting to Congress such data with proper and fit recommendations as will enable them to frame an intelligent maximum and minimum schedule of tariffs that would benefit the entire country. This would relieve our legislators of a mass of intricate work and detail that they have never been able to satisfactorily work out from the chaos of inconsistencies and incongruities—a satisfactory schedule for a tariff such as the proposed commission bureau or board would prepare.

There has been reported by the Finance Committee of the Senate an amendment in reference to the tariff commission, giving the President authority to employ from time to time such persons as might be required to make thorough investigations and examinations of the productions and commerce and trade of the United States and other countries, and all conditions affecting the same. This amendment would cover to some degree the object of the Indianapolis convention, and it is hoped that this convention will adopt such resolutions that should be sent to the Senators and Congressmen of the various Southern States as will secure their support to this amendment, or to any other bill or amendment that might be offered for the furtherance of this object. We think that the adoption of this or any other amendment by Congress will ultimately lead to a full-fledged tariff commission, bureau or board of experts that will relieve our Senators and Congressmen of the great responsibilities attendant on this subject and will be a means of placing us at least on an equality with our commercial competitors abroad. While the maximum and minimum features of this present bill are a long stride ahead of any that have ever been presented, and will enable us to create friendly commercial relations with foreign countries which should have a tendency to increase our foreign trade, the whole subject has been of necessity, but crudely handled on account of the limited time at the command of the Ways and Means Committee for the proper study of this subject. When we consider that there are some six thousand articles that should be considered in the schedule, as Senator Beveridge so aptly puts it, "it is simply a physical impossibility to give them proper and specific attention," and when we know that it took the German commission years of most careful investigation

and study, how can it be expected that a finished schedule could be prepared in a few months? The creation of a board of non-partisan, non-sectional experts will, in our opinion, solve this question and lead to a more satisfactory classification than we have at the present time, because such will be based on intelligent, careful and scientific work and study.

I have thus lightly touched on the essential points bearing on this question, and when we go into the subject more deeply we find every good reason for the creation of this proposed permanent commission, and it should be our duty, individually and collectively, to give all the support we possibly can to secure through the efforts of our Senators and Congressmen at Washington that support that will have the desired effect in the creation of such.

MR. ALLISON: I desire to present the following resolution: "Whereas, The means for preparation of a satisfactory bill for our tariff, and for the proper preparation of, the necessary schedule, are inadequate and obsolete, and,

"Whereas, These United States are behind certain European countries in the proper study, investigation, collecting and collating of necessary facts and figures that intimately relate to proper and intelligent schedules, and,

"Whereas, The burden of preparation for such bills as have been enacted heretofore by Congress has fallen to our Congressmen and Senators, who are already overburdened with work on other legislative matters, and,

"Whereas, Such work has been heretofore hastily and with little preparation accomplished as is evidenced by the inconsistencies in the schedules heretofore prepared,

"Be it Resolved, That the Inter-State Cottonseed Crushers' Association in convention assembled calls on and requests our Congressmen and Senators to support any proposition that may be made for the purpose of creating a permanent tariff commission, bureau or committee whose members are non-partisan and non-sectional, and whose duty it would be to collect and collate facts and statistical information in relation to all the articles that are involved in our tariff legislation, and to prepare and collate same in an intelligent way and to make such recommendations as come within their province, to Congress, for the intelligent preparation of maximum and minimum rates of tariff, whereby reciprocal relations can be brought about between this and foreign countries that will be a benefit to every manufacturer and merchant and citizen of these United States. That such commission should consist of experts whose sole duty will be to collect that data necessary, with the help of whatever clerical force is needed, to prepare by this method such intelligent data as will be the means of giving to the American people a proper tariff schedule that will be accepted by every industrial and commercial interest." Carried.

MR. HOCKER (Oklahoma) offered this resolution:

"Resolved, That the Chair appoint a committee of five chemists consisting of three arbitration chemists, one oil mill chemist and one refiner's chemist, to formulate standard methods for different analyses of cottonseed products. Such methods to be recognized as the official methods of this Association for the analysis of cottonseed products." Carried.

The president introduced Mr. R. L. Bennett, who made an address on the "Importance to Farming and Cotton Oil Interests of Seed Selection in Planting."

Showing Where Increased Value Can Be Produced to the Planter and Oil Mills by Seed Development

BY R. L. BENNETT.

There are many qualities and characters of the cotton plant and the seed that may be utilized to increase profits of the grower. But until very recently there has been little appreciation of these factors; some of them were

unknown and others not appreciated. When taken together the aid that these factors give the planter is very great, and as they cost nothing, being qualities inherent in the seed, their contribution to profits is clear gain. We will

assume, therefore, that the time has arrived in cotton growing and in the oil mill business when such assistance is or will be sought and utilized, especially since there is no cost.

The planter has always sought productiveness in the seed for planting, and he can get that quality in a high degree and get it along with other valuable qualities when there is a better understanding of the subject. But lacking the information, planting seed are not selected or bought on any scale of qualities. The seed may be productive of seed cotton and yet have no other good qualities for the farmer, and be of less value than other seed for oil mill purposes.

Earliness of the crop, as a means of escaping serious weevil damage, has become a very important matter in recent years. This quality may be combined with all other good qualities, although this was not known a few years ago. Earliness is important, however, regardless of weevil; a crop of lint and seed of better quality can be produced before unfavorable weather can affect the crop. From five years' exclusive study of the cotton plant I have made a scale of qualities for judging a cotton, either in seed selections, breeding or buying seed for planting purposes.

Early and rapid fruiting and productiveness is characterized by low fruit limbs, short joints and long fruit limbs. Rapid picking and picking the cotton with as little trash as possible is dependent on large bolls. This feature is appreciated more by Texas farmers than by others. A cotton may have 45 bolls to the pound of seed cotton, while another variety may have 90 or 100, or more, and twice as many bolls have to be picked to make a pound of seed cotton.

Storm-resistance is a valuable quality in preventing loss and damage from storms, and while the cotton does not fall out of the bolls it may be as easy and easier to pick than kinds that drop the cotton shortly after opening the bolls.

One and one-sixteenth-inch length of staple should be the minimum, and strong and even in length.

The growth of lint on the seed should be as great as possible and the seed should be large, and where this combination is made, the per cent. of lint to seed can be as high as that of a variety that has a small seed. It is quite generally considered, however, that a high percentage of lint requires a small seed. Such is not true; a small seed in the present varieties means a small boll, while a large seed and high percentage yield of lint means a large boll. But varieties differ greatly; some have large seed, big boll and little lint on the seed; some have small seed and small boll and a small yield of lint. We can have, however, a large seed, large boll and large yield or percentage of lint in a cotton.

Many uninformed breeders of seed have reduced the size of the seed in their efforts to increase the percentage of lint. They did not know that a large seed could have high percentage of lint and that it was unnecessary to reduce the size of the seed to increase the percentage. They should have increased the percentage by breeding an increased growth of lint on the seed and tried at the same time to increase the size of the seed. A high percentage alone in a variety does not mean that the variety will make more lint per acre than a variety of less percentage. There is no direct connection between the "gin turn-out" than the "acre turn-out."

A seed may have more lint than another and yet have a lower percentage. As an illustration of actual weights, the following test is exhibited:

Large Heavy Seed, One Seed.
An Average of 34 Seed.

Weight of one seed, 1.56; weight of lint, .90; percentage of lint, 37.
Small Light Seed, One Seed.
An Average of 35 Seed.

Weight of one seed, 1.19; weight of lint, .77; percentage, 39.

The large seed were much heavier and had much more lint than the small seed, yet the percentage is less than one percentage of the small seed.

A large heavy seed makes a stronger and more vigorous plant than a small seed. There-

fore, a variety that has a large heavy seed and a high yield of lint on the seed, or high percentage is better for the farmer to plant, since it gives strong young plants. Then such a seed with a large yield of lint goes with a large boll.

The seed have a value as well as the lint, and a cotton should produce as much seed and as much lint on the seed as possible for maximum profits. It is sometimes stated that seed production exhausts the plant or the soil; so it may; but, if a larger quantity of lint be grown on the large seed than is grown on a small seed, the ratio of exhaustion is the same in both cases, and the heavy seeded cotton gives the farmer the greater yield of seed and lint. A large boll, good-sized seed, and high yield of lint, or high percentage, combined in a variety is best for the farmer.

I have recently found that a small seed variety may have the same percentage of meat to hull as a large or heavy seed variety, but the meat and hull of the large seed are likely to separate more readily and completely than small seed. Some varieties of large seed have a kernel that does not completely fill the hull cavity, whether wet or dry, and the meat falls out as soon as the hull is cut. Other varieties of both large and small seed have meats that completely and closely fill the hulls and separate with difficulty, and are, therefore, less desirable for oil manufacture. I have also found in recent investigations that varieties, even when grown on the same soil and other conditions being the same, have a different percentage of meats; some have a larger percentage than others.

In late maturing cottons there are many immature seed of low meat percentage, and this is an additional emphasis of the value of early maturing cottons. I have found some large boll, heavy seed, high per cent. lint, early maturing varieties, that mature every boll, even the very top bolls, about as completely as the lower bolls. Then there are varieties of small boll cottons that always fail to mature to normal size many of the top bolls, and these immature bolls open and are picked, but lint and seed are immature, weak, short fiber and low percentage of meat, unsuitable for spinning or oil making.

A source of great loss to farmers themselves, as well as to spinners and oil mills who use the lint and seed, is the impurity of the planting seed; mixed seed produce mixed or uneven lint and seed.

Sample of Seed Showing Variation in Percentage of Meat in an Impure Variety of Cotton.

A sample of 881 seed worked out as follows:	
	Per Cent.
	Meat.
271 White Seed.....	45
263 Small White Seed.....	48
37 Smooth Black Seed.....	61
114 Green Seed.....	52
60 Small Black Seed with Tuft of Lint.....	58
136 Medium Fuzzy Brown Seed.....	59
881 Average	53.8

This seed was obtained as a variety from one of the Southeastern experiment stations.

The cotton plant produces much honey, and honey gathering insects rapidly cross a cotton with a neighboring cotton. Also the gins mix the planting seed, and therefore, the seed should be frequently renewed by seed selection or by purchase: a small quantity obtained either way to plant a seed patch.

Oil mills can assist farmers in the selection of cotton that is productive, that has all or as many of the important qualities as possible. But only the purest and best seed for seed patches should be distributed by anyone. It is easier for one agency to ascertain the merits of varieties, their qualities, than for each individual of a large number of farmers to ascertain them correctly and reliably.

There is a psychological effect produced on the mind of the cotton grower who plants pure seed of desirable qualities; better feeding or fertilizing, better preparation and cultivation, and a better product is sure to fol-

low. No man can get up enthusiasm to labor for an ugly runt or scrub, or mongrel. No man likes or will labor very much for an unattractive animal or plant.

A pure variety of cotton has every seed of uniform color. In fuzzy seed cotton an occasional seed may be seen that has the short lint or fuzz removed from one side by the saws of the gin, but this does not indicate mixed seed.

The development and cultivation of pure seed having desirable qualities will make the crop more certain, increase the value of the lint and seed for manufacture; in fact, the combined advantages from several sources, and this without cost to farmer and oil mill, is capable of amounting to a large extra profit.

Report of Arbitration Committee.

CHAIRMAN HAMILTON: We would like to have a report from the Permanent Arbitration Committee of New York.

MR. ASPEGREN: Your New York committee has had four cases submitted to it. I am glad to say we have not had more than that, and if it wasn't for the quality of the seed and the crude oil deteriorating, we would not have had them. We have had our share of the arbitration, and in each case a copy of the grievances have been sent to Mr. Gibson. In each case a verdict for a small allowance has been given and everybody seems to have been very much satisfied.

MR. LAMAR offered the following resolution:

"Whereas, The Thirteenth Annual Convention of the Inter-State Cottonseed Crushers' Association has been made epochal by reason of the many delightful, pleasing and instructive addresses which have been heard from day to day; therefore, be it

"Resolved, That the heartfelt and appreciative thanks of the association be extended to the local Committee of Arrangements, of which C. D. Jordan is chairman, and to Rev. Jas. R. Winchester, Governor Malcolm R. Patterson, Jo W. Allison, Mayor J. H. Malone, President H. J. Parrish, John Aspegren, George O. Haskell, Edwin L. Johnson, E. B. Barrow, Dr. G. S. Fraps, Dr. Felix Paquin, W. R. Meadows, Dr. A. M. Soule, F. A. Southwick, J. J. Culbertson, Ernest E. Dallas, K. D. McKellar, A. L. Goltaman, R. L. Bennett and others for their splendid addresses, heard with the keenest pleasure.

"Resolved, further, this vote be cast by rising."

Adopted.

MR. McKENZIE (Georgia): Having both those resolutions in mind, I think that the members of this association are not unmindful of the part taken by the ladies of Memphis in contributing so largely to the comfort and happiness of the visiting ladies, and should hereby, by a rising vote, extend on behalf of the visiting ladies and ourselves, the sincere thanks of this association.

Adopted:

MR. ALLISON moved to amend Section 7 of the Constitution of the Inter-State Cottonseed Crushers' Association, by adding just after the word "rule" these words: "To which committee there shall be added, by the appointment of the President, an advisory board to consist of three chemists, to serve during the sessions of the committee, and all of whom shall be independently engaged in chemical work connected with cottonseed products, and who, when so requested by the Chairman of the Rules Committee, shall attend the meetings of the committee and do such things and give such counsel and advice as may be required of them by the committee, and who shall for such attendance and service receive the same compensation as is allowed to members of the committee, but shall have no votes."

Adopted.

MR. BAILEY offered the following:

"Whereas, The press of the city, the Associated and other press services, the trade papers and others, the telegraph and the telephone companies and the hotels of Memphis have extended their courtesies to this convention; therefore, be it

"Resolved, That this association extend its

sincere thanks to these corporations for the uniform kindness received."

Adopted.

MR. ASPEGREN offered the following resolution:

"Whereas, For the third time the Inter-State Cottonseed Crushers' Association has enjoyed the charming and proverbial hospitality of the city of Memphis; therefore, be it

"Resolved, by a rising vote, That this association, in convention assembled, tender its most cordial and sincere thanks to the Memphis Merchants' Exchange, the Tri-State Fair Club, the Tennessee Club and the Memphis Country Club for their courtesy and hospitality extended to this association."

Adopted.

CHAIRMAN HAMILTON introduced Mr. McDonald, of Kansas City, who invited the convention to meet in that city next year. Referred to Executive Committee.

Election of Officers.

Election of officers was then announced and Mr. Weld of Arkansas took the floor and said:

"Gentlemen: It is a pleasure indeed that devolves upon me at this time to present to you a man, whom, among those who know him in the past as a live business man, esteem him, a young man anything from fifty to eighty or eighty-five years; a man who has risen year by year to the full maturity of his manhood; a man who has had a succession of occupations in his life and whom, I am informed, even during the first year of his life, entered into the dairy business; following this he passed through the regular traditions of the small boy. He has had all the diseases that could be caught and some that he had to go after and catch himself. He has made success step by step until at one time I understand he was a citizen of your own beautiful Memphis, an official of the Memphis and Charleston Railroad, upon whom devolved the duty and the responsibility of sweeping out the depot and carrying messages and looking after the express and freight, and generally looking after the welfare of the passengers and those interested in these lines. Following this as his career advanced he was interested in your city in real estate matters. He began to be known. You cannot keep a good man down. Arkansas was always on the lookout for good Tennesseans and he was called to the sister State to look after and manage one of these most unmanageable institutions—an oil mill. In this he made a success as I know to my cost; the seed of the State was his, and when I tried to get what I thought was a proper share for the oil mill I was representing, I found that he owned them all and he generally got what he went after. This being the case, as president of this association he will get what he goes after for us. I want to say, gentlemen, that the man I present is a prince among men. He is a man of character, probity and truth. He has held positions of trust and honor. He is a man under whose management prospers the mill that he represents. I refer to Mr. Aaron D. Allen.

Allen Elected President.

The nomination was seconded by Mr. Lamar and Mr. Heflin, and Mr. Allen was unanimously elected.

MR. AARON D. ALLEN: Mr. President and gentlemen of this Inter-State Cottonseed Crushers' Association: For the second time I am before you the recipient of your favor; on this occasion to receive at your hands the highest honor within your gift, and particularly pleasing is it that this distinction should come to me here, in my old home town, where were passed the years of my young manhood, where friendships were formed that have not dulled with age, friendships that brighten and strengthen as time steals away.

Considering the personnel of your association, its 700 members, representing nearly every State in the Union, known all over this broad land for their business ability, men who stand for progress and achievement, making up an industrial organization second to none in its individual intelligence or in the

importance of its object; to be chosen to preside over the affairs of such a body is an honor of which any man might well be proud and I thank you heartily for your generous consideration. Realizing that it is not through business merit that I have been exalted, but your action, I take it, gentlemen, is rather the expression of your good will, good fellowship, I may say, friendship, which is more to me than the dignity of any office. Sentiment, while it has but small place in the business affairs of men, is yet an arbitrary influence in our social existence and without it life would be barren indeed.

And now, gentlemen, that you have made me your president, if I am to add to the great good already accomplished by my predecessors, if I am to advance your association one step nearer to its ultimate goal, I must have your earnest, constant co-operation, not your passive acquiescence but your active aid, and I urge that you give me the benefit of such suggestions as may occur to you, tending to the promotion of your association and the interest you represent. I want your help. In fact I am somewhat in the same fix as was the old darkey who was crossing the Mississippi river here in a dug-out. About the time he reached the middle of the river a sudden squall came sweeping over the placid waters, lashing them into a fury. Clouds, black and threatening, hung low while the lightning flashed and thunder rolled. The old man's frail bark was helplessly tossed upon the high running waves, in imminent danger of being swamped, and realizing his peril he abandoned his oar and fell upon his knees, crying: "Oh, Lawd, look down fum your throne in Heaben 'pon dis po' skereed nigger, en' oh Lawd, of yers eber gwine to help old Ira, nows de 'cepted time." And now gentlemen is the accepted time for your help.

In conclusion: As you have placed me in a position where I will be debarred from talking, and you know how I love to speak out in meeting, I take advantage of this occasion to call your attention to a very important, I might say almost paramount, feature of your association, which has not met with your recognition as it deserves. Your membership has not, I fear, yet awakened to its significance and to a sense of that advancement which must eventually come through it to your industry. I refer to the Bureau of Publicity, inaugurated two or three years ago through the efforts of some of your most indefatigable workers. With the means at hand your bureau has accomplished much good, but instead of a beggarly two or three thousand dollars per annum for the exploitation or advertisement of a hundred million dollar business, your association could with profit expend a hundred thousand dollars annually. A contribution of a hundred dollars from each mill would almost make up this sum. What a bagatelle, compared with the benefits that would accrue.

Let us hope that this year other cotton States will follow the lead of Texas, Georgia, South Carolina, Alabama, Louisiana and Oklahoma and organize their own State associations, sending evangelists into the highways and into the byways, preaching the gospel of cottonseed meal until every farmer in the South knows its virtues; until every man who has a horse, or a cow, or a hog, or a chicken to feed knows the value of cottonseed meal as he knows corn, hay and oats. Then will our industry enter upon its millennium and every pound of our product be consumed at home. The people need to be informed. Our industry, like Jonah's gourd, has grown up so suddenly that the consuming public has not had time to get acquainted with its products. We must overcome unreasoning prejudice and combat ignorance with well-directed truths printed and circulated broadcast. We must make known to the farmer and to the world what we so well know—that cottonseed meal is the best and cheapest stock food on earth.

Why, gentlemen, we do not realize what a bonanza, what a monopoly we have got here in the South. We grow the cotton to clothe the world. We make the oil and meal to feed

the world, and no country on God's earth can compete with us. We can sit under our own vine and fig tree and let the world "go hang."

When I read my Bible more diligently perhaps that I do now, I was wont to believe that the children of Israel were the chosen people of God. But since the development of the cottonseed to its present commercial status, since that poor little Cinderella has been lifted from the dust heap and enthroned the royal consort of King Cotton, I have changed my views, and now firmly believe that He has chosen the dwellers in this beautiful Southland as the especial objects of His favor. "Whom He loveth He chasteneth" clinches the thought, and although we have been forced to make bricks without straw, thank God we are in the promised land.

I can remember, gentlemen, when the cotton oil industry was not, when it was without form and void. The first mill in Memphis was operated shortly after the war by Mr. Beaumont at the foot of Jefferson street on Charleston avenue. This was followed by the Panola, then the Hope, operated by Mr. Latting; then came the Globe, and along about this time our pioneer friend, Col. Jo W. Allison, a gifted son of Tennessee, now a resident of that land of the sun whose broad savannahs, panoplied o'er with flowers of richest hue, are in ever undulating response to the impassioned caresses of the soft south wind, that land whose every cottage door is embowered with the perfume-laden honeysuckle, and where in every bower nestles a mocking bird singing praises to God for the privilege of having been hatched in Texas, I say that it was about this time that Col. Allison built a mill at Jackson. I was a boy in knee pants then, but I remember the occasion very well, and it seems but a little while ago.

As late as 1875 the output of refined cotton oil was only 45,000 barrels. Twenty years later it was more than 3,000,000 barrels. From the nuclei of the aforementioned and, perhaps, two or three other mills nearly 900 are now in operation, scattered from Virginia to Texas, pouring millions into the laps of the Southern farmers form a product which a few years ago to him was a nuisance. Just think of it! What a magnificent business has been built up you may say within the last twenty years, and from nothing—the waste, the refuse from the gin. What a marvelous wonder!

"The peasant sits at evening in his smoky cot and draws

With charcoal uncouth figures on the wall. The Son of Genius comes, footsore with travel,

And begs shelter from the inclement night. He takes the charcoal from the peasant's hand,

And by the magic of his touch, at once Transfigured, all its hidden virtues shine, And in the eyes of the astonished clown It gleams a diamond."

Even so transformed by the inventive hand of genius, by the magic wand of science, the once lowly and despised cottonseed now gleams a wonder of wealth and utility.

You may expect some very unique rulings, gentlemen, for I know nothing about parliamentary law. The members of my family have been speakers for over thirty years, and I have never had a chance before. (Applause.)

The next order of business is the nomination of the vice-president.

MR. ASHCRAFT nominated Mr. J. M. Keyser, of Alabama, in an eloquent speech.

Seconds to the nomination were made by Messrs. Lamar, Allison and George.

MR. J. J. LAWTON nominated Mr. B. F. Taylor, of South Carolina, in fitting and highly eulogistic terms.

Seconds were made by Messrs. Sloan, Ives, Fitzsimmons and Durham.

PRESIDENT ALLEN: Now, gentlemen, there being two candidates for the office of vice-president, the constitution of your organization declares there shall be election by ballot. For this purpose I shall appoint as tellers Mr. Ashcraft of Alabama, Mr. Durham of Mississippi and Mr. Malone of Arkansas.

Gentlemen, you will please prepare ballots and take the vote.

Presentation to Parrish.

MR. FITZSIMMONS: I had the privilege some years ago on the occasion when we presented to the very best man we have ever had in this association a remembrance from the Memphis Merchants' Exchange—Mr. F. W. Brode—to say a few words on the presentation, and I want to repeat to you, Mr. President, what I said then.

Gentlemen, we have had speeches enough, but when you get me to talking about Memphis and Memphis men, you have really got to put air-brakes on me, or I will never quit.

I want to say, President Parrish, what I am doing this afternoon is the privilege of my life, and I am speaking for all the members of this association to you, sir. I am speaking to you as the noble, genuine representative of the organization, the Cottonseed Crushers' Association, and as the man who has heralded and kept up the standard of integrity in our business, and it is the feeling of every blessed soul in this association. I have the privilege to present this to you.

(Here Mr. Fitzsimmons presented to the retiring president a beautiful silver set.)

EX-PRESIDENT PARRISH: If there ever was a time in my life I have been grateful it is now, and I thank you from the bottom of my heart for this token and I assure you I will keep the remembrance of it in my heart all my life. I thank you, gentlemen.

(At this point Mr. Weaver, Secretary of the Commercial Club of Montgomery, Ala., extended an invitation to the convention to hold its next annual conference in Montgomery.)

MR. E. T. GEORGE: It has been for several years the custom of this association to elect to a life membership some man who has been of some particular service to the association. Mr. Ed Strobe was one of the first foreign young men to come to this country and establish an oil mill. He has always borne a splendid reputation as a man of integrity and uprightness, and he is now out of the business and in declining health, and Mr. Allison and Mr. Durham promised to second the nomination of him to a life membership in this association with a great deal of satisfaction to themselves, but as they are both out in committee rooms, I move that he be elected to a life membership. (Motion prevailed.)

Motion was thereupon made and duly seconded appointing Mr. George to draft suitable notice of the action of this association in electing Mr. Strobe to a life membership. (Said motion prevailed.)

Motion was duly made and seconded to the effect that Mr. N. S. Graves, Secretary of the Board of Trade of Memphis and the Memphis Merchants' Exchange, be elected assistant secretary of the Inter-State Cottonseed Crushers' Association to serve without pay. (Said motion prevailed.)

Taylor Elected Vice-President.

At this point the tellers announced the election returns as follows: For Vice-president: Taylor, 115; Kyser, 106.

MR. KYSER: Mr. President and gentlemen of this association: I certainly appreciate this kind expression. My heart is full—too full to use proper language. Those who voted against me I take it believed sincerely they were voting to the best interests of this association, and I can say to you that as far as I am concerned I shall lend my every effort to harmonize and uphold this association and hope it may live long and prosper, year by year, and I want to have the pleasure of making Mr. Taylor's election unanimous; therefore, I move that we make Mr. Taylor's election unanimous by a rising vote.

PRESIDENT ALLEN: Gentlemen, you have heard the motion of Mr. Kyser that the election of Mr. Taylor for vice-president be made unanimous by rising vote. (Motion prevailed.)

PRESIDENT ALLEN: I want to introduce to you, gentlemen of this association, Mr.

Taylor, your vice-president, whom you all know.

VICE-PRESIDENT TAYLOR: Mr. Chairman and gentlemen: I believe that I have the honor to be the youngest vice-president this association has ever elected—with the exception of your honored President. I cannot express to you gentlemen the feeling of gratitude I have for this honor, and I was surprised to-day to hear the good things that were said about me and the good character that was given to me, but I wish to say that not one-half of it is true. When this contest was started from the beginning of it I had the very best feeling for my competitor and felt in my heart he would make as good a vice-president as myself, and it had been my determination if he was elected he would have my hearty support, and I hope all of you will give me your support that officers in this institution have had in the past. And if each one of you gentlemen will do as much as I have done—I don't say that you have not—the work would be not half as heavy as it is. I do hope, gentlemen, you will pardon me for not prolonging my remarks. During the course of this contest one of my friends came to me and said: "All of those fellows are going to vote for you but four or five." And I sat down behind two gentlemen and one of them said to the other: "I am not going to vote for that fellow, he is nothing but a hot air artist."

I don't think it necessary to remember anything they said. I thank you, one and all, for your cordial support.

MR. ALLISON: The committee on press cloth say they are impressed by the vital importance of the movement and the members of the association think that it can be made profitable, and while they have not had much time to go into the subject to-day they have decided to appoint a committee of one to investigate the matter and report back at the next association on ways and means for the formation of a company with \$300,000 capitalization.

MR. TAYLOR: I don't know whether the committee desire any endorsement of its action or not, but if it is within our power to endorse it, I heartily lend my endorsement to it.

MR. LAMAR: I move that the report of committee be received and concurred in and that the committee be continued. (Motion prevailed.)

MR. GEORGE: I move that the standing committee—the governing committee—by States, be re-elected for another year, with the exception of this addition, that Mr. W. H. McKenzie and Mr. W. H. Hooker be added. (Motion prevailed.)

MR. HAMILTON: I move that the thanks of this convention be tendered to the retiring officers, properly worded, in which we express our appreciation for their efforts and their success, which is very much appreciated by the members of our association. (Motion prevailed.)

Motion to adjourn was made and duly seconded.

Cottonseed Meal in Its Relation to Animal Industries in the South

BY DR. ANDREW M. SOULE, PRESIDENT GEORGIA STATE COLLEGE OF AGRICULTURAL AND MECHANIC ARTS.

We are the richest people on earth and the most indifferent to riches. If medieval days still prevailed in Europe as they once did, we could make the ransoming of kings a specialty, paying the tribute out of what we now waste annually and have a large surplus left. Statistics are the most useful and the most unreliable data with which we have to deal; but it is a fact that in the last thirteen years the South has exported 6,290,000 tons of cottonseed meal. This meal contained, on a conservative estimate, 880,600,000 pounds of nitrogen, worth, at fifteen cents a pound, \$158,508,000; 251,600,000 pounds of phosphoric acid, worth, at four cents a pound, \$10,064,000; and 251,600,000 pounds of potash, worth, at five cents a pound, \$12,580,000. This represents a permanent removal from the soils of America of 1,383,800,000 pounds of plant food, worth, at the low figures utilized in the calculation, \$171,152,000. There is not a man or corporation in the civilized world who would undertake to return to our soils this vast and inconceivable amount of plant food for anything like the figures quoted above. For this vast treasure of plant food we received for the sale price of cottonseed meal exported during the last thirteen years, \$133,379,790. Therefore, it brought \$37,772,210 less than the plant food it contained was worth.

It will be demonstrated in this paper to the complete satisfaction of any reasonable person that cottonseed meal is worth \$25 a ton as a foodstuff; that it outranks in feeding and fertilizing value in its pure state any other known concentrate; and if this statement be true, there was an additional loss of \$157,250,000, which with the loss on fertilizers, represents more than \$200,000,000 of a preventable loss to the South in the last thirteen years from the exportation of cotton-

seed meal. This is a part of the tribute we are paying for not utilizing the gifts of nature as God Almighty intended we should; for not developing our agricultural colleges, stimulating extension teaching, and thereby developing the only permanent type of agriculture practice which our civilization knows, namely, livestock husbandry. On account of neglecting this great industry we have reaped a harvest of tares and thorns, and the landscape, so beautifully carved by the hands of the Creator, is being desecrated and destroyed in a manner so wanton as to shock the sensibilities of the age in which we live. We see in the old red hills, desolated by erosion and permanently impoverished, the result of neglecting animal husbandry. The little old log cabin, a fit home for the pioneer but not for the aggressive farmer of to-day, is but added evidence of the truth of this statement; and the gradual exhaustion of our soils, due to the neglect of this primal industry, is bringing in its wake an impoverishment and depression of the people; and this in a territory favored with the most delightful climate in the world and with opportunities unsurpassed elsewhere. Pessimism is to be abhorred and these statements have not been made to discourage, but to bring home the truth in a direct and forceful manner that we may all realize our responsibility and assist in the rejuvenating processes which alone will make it possible for us to reclaim our greatest asset—the soil, and through it build a permanent and progressive civilization that will stand unimpaired through all the ages yet to come.

There are some who might suppose that these figures have been quoted for effect and that they represent the only source of loss. It is to be regretted that they do not, for of the 5,912,646 tons of seed produced in 1907, only 3,843,981 tons were crushed. This represented less than two-thirds of the crop. In other words, 2,068,665 tons were retained on the farms to be used as seed, feed or fertilizer. Yet there was contained in this seed fully \$37,235,970 worth of oil that has no conceivable use in the nutrition of plants, and makes the seed unsatisfactory as food for live-

stock; and can only be regarded therefore in the light of an additional waste. It has been clearly established that 900 pounds of high-grade meal are equivalent in fertilizing value to one ton of seed, and since the seed retained on the farms would have produced about 840,912 tons of meal, it would have had on this basis the fertilizing equivalent of 1,868,693 tons of seed. As a matter of fact the farmer can obtain from the oil mills from 1,200 to 1,500 pounds of meal in exchange for a ton of seed, so that it would seem clearly to his advantage, where these conditions prevail, to exchange the seed and turn into the channels of commerce the 93,089,925 gallons of oil in question. Besides, if the farmer would take the meal and feed it, there is certainly every reason to believe that it would be worth to him as feed and fertilizer approximately \$42,044,600, which would insure him, on the basis of an exchange of one ton of seed for 900 pounds of meal, a price of better than \$20 a ton for his seed.

In some States statistics indicate that only thirty per cent. of the seed is crushed. There is certainly something wrong, and it is very evident that there is a need of co-operation between the farmer and the crusher which does not seem to exist in many instances at the present time. It would probably be difficult for the layman to suggest a remedy for these conditions, real or imaginary, on the part of both farmer and crusher, but why not form a co-partnership? why not explain to the farmer what is in the seed and what comes out of it? We believe that if he understood the situation he would be willing to allow the crusher a fair profit. On the other hand, we think the crusher should always be willing to pay the farmer the highest price he possibly can for his seed. This has not always been done and has tended to create a part of the prejudice which now exists. The oil mill man can also improve his status with the farmer if he handles only a high-grade product. Many do not seem to believe this, but an extended experience in talking to farmers and in working with them but confirms the advisability of such a practice. What is needed above everything is education. Nothing will break down prejudice more quickly and more completely on the part of all concerned than to feel they understand the true status of the question and are able to deal with the situation so as to fully protect their interests.

A considerable sum of money is being appropriated to extend the markets of cottonseed products in foreign countries. This is an excellent idea, provided we are not taking too much from our own country in exchange for what we receive. No effort, comparatively speaking, has been made to educate the people of the South with reference to cottonseed and its by-products. There is a market here at home for more than we produce to-day or ever will produce. Why not engage in a campaign of education that will enlighten our people with reference to all phases of this industry? This can only redound to the everlasting benefit and credit of the cottonseed crushers of the South, and no man can correctly portray the benefits it will confer upon our farming interests. There is an agricultural college in every State ready to lead the vanguard in an extension movement which will result in scattering broadcast throughout the length and breadth of the South vital information with reference to this important subject. If the crushers' association in each State will co-operate with its agricultural college, will get in touch with the educational leaders, will assist these institutions in securing from their respective legislatures the funds needed for their proper maintenance, for the development of extension teaching, and for the fostering of research work, they will have made the greatest forward movement in the history of the organization and will have done more to advance the permanent welfare of the South than can be done in any other way.

That cottonseed meal should be fed before being applied to the soil has been realized for many years, but it is doubtful if the importance of doing this was ever so completely reduced to a statistical proposition as by recent investigations made in South Carolina where it was shown that 145 pounds of meal

and 580 pounds of hulls applied directly to the soil made 260 pounds of lint cotton over no fertilizer. When a similar amount of meal and hulls was fed to a cow and the resulting manure, amounting to 2,714 pounds, and applied to the land, 427 pounds of lint cotton were obtained, or an increase of 167 pounds of lint cotton from feeding the meal and hulls before applying to the soil. On this basis one ton of meal and four tons of hulls would give an increase of 2304.6 pounds of lint cotton when fed to a cow over its direct application to the soil. If all the meal produced in the Southern States had been so utilized last year, there would have been raised according to these figures, 2,742,995 more bales of cotton than were actually grown. At \$50 a bale this would represent a gain of \$137,149,750. Suppose that only one-third of the benefit which these figures credit to cottonseed meal when fed through the cow was obtained in actual practice. This would represent in round numbers more than \$45,000,000. It is an exaggeration to say that the people of the South are losing in the aggregate, because of the failure to properly utilize cottonseed and its by-products, more than \$200,000,000 a year? It does not seem so if these figures have any basis of truth in them. Yet we are spending but a trifling sum for education—the one way by which we can convert the tide of ignorance and prejudice into dollars and cents, and make the worn and wasted landscape more beautiful and fertile than in the days when the pioneer first took possession of it. Theory is a beautiful thing, and the splendid patriotism of many of our statesmen is to be greatly admired, but for real results in the permanent uplift of all the people, it will pay us to pin our faith to the cow. But as all know, there are all kinds of cows, and only those of real worth will help us in re-establishing the supremacy of the South in trade and industry. Education of the right type, therefore, is essential, and what we need is a permanent and liberal endowment of all institutions which devote any share of their attention and consideration to disseminating information which will enable our people to become expert in the breeding, feeding and management of livestock of all classes.

At this juncture it will be well to pause and consider for a moment something about the theory of feeding livestock in order that an intelligent conception may be had of the high value which is properly accorded to cottonseed meal. It is probable that less attention has been given to the scientific nutrition of live stock than to almost any other problem in the history of Southern agriculture. This is shown by the fact that in Atlanta alone 50,000 mules were sold last spring at a value of about \$12,500,000. It is probable that most of these mules went into the State of Georgia. Why should Georgia, for instance, with her capacity for growing almost every useful crop known to man, buy mules? There is no reason in the world, save that it is a neglected industry. There is no reason why such a tribute should be exacted from the cotton farmers of the State every year, save for the fact that thousands of mules are annually destroyed or cease to be useful at an age astonishingly young through indifferent feeding, care and management. This statement is not made without foundation in fact, as the correspondence received at the college shows a woeful lack of information in this particular. Yet similar conditions prevail in every other Southern State. Is it not time that we were thinking something about the rational nutrition of livestock? That our rations can be greatly improved through the intelligent use of cottonseed meal, all agree who have investigated the subject. We feed primarily for growth, milk, wool, fat, work and maintenance. While all of these processes require more or less protein, the first three do so in particular, and it is for this reason that cottonseed meal is so highly valued as a foodstuff. Protein is the most expensive element and the most difficult to obtain in the nutrition of livestock; yet it is absolutely essential to the wellbeing of every animal, made up as it is of a framework of bones covered with muscles and nerves, nourished by the circu-

lation of the blood. In animals we find the principal ingredients to be water, ash, protein and fat; in foodstuffs, water, ash, protein, fat and carbohydrates. Since it is necessary on practically every farm to buy some protein foodstuff, is it any wonder that cottonseed meal, richer than any other foodstuff produced on the continent when pure, should prove the cheapest source from which this necessary element can be obtained? And if this is true, as it unquestionably is, how remarkable that it has not been more generally used by the farmer in nourishing those classes of animals to which it is especially adapted.

It has been said that there are not enough animals to consume the cottonseed meal and hulls now made in the Southern States. One example will be cited to show the fallacy of this statement. It has been clearly demonstrated that two pounds of cottonseed meal may be fed per head per day with advantage to horses and mules. This would mean a consumption of 730 pounds per head per year. In Georgia alone there are 139,000 horses and 232,000 mules. In 1908 Georgia produced, allowing 1,000 pounds of seed to each bale of cotton, about 1,000,000 tons of seed, equivalent if all had been crushed to about 400,000 tons of meal. The 371,000 horses and mules fed two pounds of meal a day would consume 135,415 tons in a year, and the 1,000,000 head of cattle in the State on the same basis would consume 365,000 tons; yet two pounds of cottonseed meal per head per day would be quite an inadequate ration for either a beef animal or dairy cow. So it is perfectly apparent from these statistics that the home market can easily take all and much more cottonseed meal and hulls than are now manufactured.

In this connection it is proper to note that the present condition of our livestock is in need of immediate improvement, and that this is one direction in which the Cotton Seed Crushers' Association can be of inestimable service to the farmer. In Georgia there are 308,000 animals classed as dairy cows, worth \$25 apiece. This is as large a number of dairy cows as many States with a well-established dairy industry boasts of, but the value of the cows in the dairy States is much higher than ours, showing that they constitute a better grade of stock, the result of crossing pure-bred sires on high-grade cows. There are 680,000 head of cattle in Georgia classed as other than dairy animals, worth only \$11 a head. Here is the foundation laid for a first-class beef industry, as comparison with the number of animals maintained in Virginia, a State long celebrated for the export of cattle to Europe, will quickly reveal. Yet the Georgia cattle are only worth \$11 apiece, while a good type of export steer in Virginia brings from \$60 to \$80 when finished. In Arkansas the cows are worth only \$18.50 apiece, and the other cattle \$8 apiece. In Kentucky, the leading livestock State of the South, cows are worth \$27.50, and other cattle, \$18. It is notorious that Kentucky has a much larger percentage of pure-bred animals than any other Southern State, and the effect of pure-bred sires in increasing the average value of the livestock per head and making it possible to feed and handle both beef and dairy cattle profitably on cottonseed meal, becomes apparent.

What is needed throughout the cotton growing States of the South is an infusion of pure-bred blood. That the introduction of these animals will be attended with much danger and great difficulty on account of the presence of the cattle tick goes without saying, which brings us to a consideration for a moment of this important subject, and is but another argument in favor of extending agricultural education with the utmost rapidity. Since through research work a means has now been found through the rotation of pastures by which the cattle tick may be forever destroyed and the Southern States rendered immune from this pest which now extracts a tribute of nearly \$100,000,000 a year from our people, this end, so essential if our livestock industries are to be developed as they should be, can be brought about in a period of from two to five years in most States, provided

the funds are made available to co-operate with the Federal Government in the campaign now being prosecuted for the eradication of this abominable parasite. When this is done pure-bred sires can be introduced into every locality with the most benign results. Much can be done now by cleaning up the pastures and by keeping ticks off introduced animals, also by immunizing them. The details of this work can not be taken up here, but every crusher should make it his business to inform himself thoroughly about this matter.

What the crushers should do is to try and organize breeding associations in every community adjacent to their mills, since the cost of producing beef in our experience has varied from 3.5 to 15 cents a pound and the ordinary piney woods animal, met with so commonly, is the type that costs the most, and after much feeding and tribulation will at best only produce an inferior scrub steer, which will sell at so low a price as to make his feeding and handling an unprofitable business venture. Let breeding associations through the fostering aid of the oil mill men be established in every community. Let a number of men buy a bull, and let one man keep him and care for him and protect him from infestation with ticks. A pure-bred sire can not be bought and turned out on the range, because the improved conditions under which he has been developed make it impossible for him to rustle with the native. Charge a service fee of \$1 and let this go into a sinking fund to pay for the cost of the sire and for the purchase of additional animals as needed. A good mature sire of any of the leading beef breeds need not cost over \$200 or \$300. He should be useful for several years in a given community if well cared for, and should get at least sixty to eighty calves a year.

What the improved sire means to a community can best be illustrated by our actual experience along this line when connected with the Tennessee Experiment Station. The first feeding experiment undertaken there was with native cattle having a dash of short-horn blood in their make-up. These animals after feeding with care and skill brought four cents. Later on a lot of cattle, the progeny of a Hereford bull mated with native cows of the Cumberland Plateau region in Tennessee, when finished brought five cents, and made a very superior grade of meat. The first lot of cattle referred to dressed out from 53 to 54 per cent. of the live weight; the last lot averaged about 60 per cent., some of the individuals running as high as nearly 63 per cent. A carload of twenty cattle weighing 1,300 pounds and selling for four cents would bring \$1,040; a similar carload selling for five cents would bring \$1,300, or \$260 more per car. If the get of the sire each year numbered sixty, or three cars, this would mean a difference of \$780, and if the sire be used for five years, the increased profit to the stockman would be represented by about \$3,900, or \$3,600 on an investment of say \$300. This may seem like an exaggeration, but having had the actual experience we know this one instance to be founded on fact, and ample evidence has also been furnished by stockmen in various sections of the United States to prove that this is a reasonable statement. Think what it would mean to every community in which an oil mill is located in the South to have an improved sire. What a stimulation it would give to the livestock industry; how it would enhance and increase the utilization of cottonseed meal; how it would promote a higher and better type of agriculture and result in the upbuilding of our soils instead of their depletion and destruction, as is too often the case under present conditions. Is not this a question of outstanding importance for the consideration of the members of this association?

What has been said with regard to beef cattle applies with equal force to dairy cattle. According to the census of 1900, the average cow in our Southern States yielded 3,036 pounds of milk. If this milk contained 4.8 per cent. of butter fat, it would make about 170 pounds of butter. The standard adopted by dairymen the world over for profitable animals is about 6,000 pounds of milk and be-

tween 300 and 350 pounds of butter per annum. With milk selling at 35 cents a gallon, and allowing 10 cents per gallon for the delivery of the same and \$40 for the cost of feed, a native cow would give a net return of about \$46.13; with a "standard" cow and the cost of keep placed at \$45, the net return would be \$125.31 per year. If butter were selling from these respective animals at 25.8 cents per pound and skim milk at 20 cents per 100 pounds, the net return would be about \$9.64 for our native cows and \$53.11 for the "standard" cow. Is it any wonder under these circumstances that the dairy industry should languish in the South? Is it any wonder that the dairy farmer should say there is no money in the business, though he is situated in a section where the cheapest and best dairy foods may be obtained?

In building up the herd of the State College of Agriculture at Athens, but very little money has been spent for pure-bred animals. Considerable money has been invested in sires of the highest quality. From \$200 to \$300 is a small amount to put in an animal of merit, since he represents more than half the herd. The results of such a policy are seen in these figures taken from investigations made at the Tennessee Experiment Station under the direction of the writer. The herd of cows at that institution when the investigations were started made an average yield of 4,083 pounds of milk and 223 pounds of butter. In four years the average yield had risen to 6,371 pounds of milk and 363 pounds of butter. This was an average gain per head between the years 1900 and 1904 of 2,288 pounds of milk and 140 pounds of butter. These cows were fed chiefly on cottonseed meal with some bran, silage and a limited quantity of hay. Their increased yields were partly attributable to good food and care, but unquestionably the sire is to be credited with a large part of the improvement which resulted. What a good dairy sire would mean to every locality in the South, I leave you to figure out at your leisure.

That our dairy industry is in a deplorable condition is shown by recent investigations made by the U. S. Department of Agriculture where it is stated that there are dairy products shipped into fifty Southern cities worth \$22,957,882, and that with good cows these food materials could be produced at a profit of about \$14,652,729 to the local farmers. Will it not pay us to assist in the forward movement in education now in progress, destined eventually to change such irrational, economic conditions and adjust them as they should be?

In this connection we should not lose sight of the fact that 75 per cent. of the fertilizer constituents consumed in the food will be returned to the soil if the excreta from our dairy animals is properly handled; and 90 to 95 per cent. in the case of beef animals. If these figures be correct, it is a foregone conclusion that by feeding the cottonseed meal we now manufacture at least \$25,000,000 worth of fertility might be returned to the land, which represents one-fourth of the sum we now expend for all forms of commercial fertilizer.

The marked tendency observed at the present time to adulterate and reduce cottonseed meal with hulls is to be deplored, for it is bound to have an undesirable effect in the long run. In fact, the injurious results of this practice are beginning to make themselves felt already. The adulteration of meal with hulls can only result in injuring the reputation of cottonseed meal and limiting its use as a foodstuff and a fertilizer. It means to place it in direct competition with other foods and fertilizers when it is clearly in a class by itself if kept pure. When kept pure the friction and continuous disputes between the purchaser and seller and between farmer and oil mill man will be a thing of the past. The adulteration of cottonseed meal to any considerable extent means to place it on a par in feeding value with the cold pressed product or caddo cake. A ton of pure cottonseed meal contains 754 pounds of protein, 338 pounds of carbohydrates and 244 pounds of fat. One thousand six hundred pounds of meal mixed with 400 pounds of hulls con-

tain 564.4 pounds of protein, 402.8 pounds of carbohydrates and 202 pounds of fat. This would be 157.6 pounds less of protein, 64.8 pounds more of carbohydrates and 42 pounds less of fat than a ton of pure meal should contain. Yet we think these figures are fair, as many oil mill men are now turning out 1,000 pounds of meal and hulls per ton of seed. To do this, as has been suggested, means the placing of cottonseed meal virtually on a par with linseed meal and gluten meal, a ton of the former containing 564 pounds of protein, 600 pounds of carbohydrates and 56 pounds of fat; and a ton of the latter, 516 pounds of protein, 266 pounds of carbohydrates and 220 pounds of fat.

In tests made at the Virginia station in which a pure sample of linseed meal and an adulterated sample of cottonseed meal were fed, the following results were obtained: With linseed meal a gain of 1.23 pounds per head per day at a cost of 11.91 cents; with cottonseed meal, the gain was 1.13 pounds per head per day at a cost of 12.43 cents per pound. There is more than mere imagination in the danger which confronts cottonseed meal from reducing its grade and quality by the addition of hulls.

At the Louisiana station where caddo cake was fed in comparison with cottonseed meal, the following results were obtained which vouch for the truth of the statement made with reference to the danger confronting cottonseed meal when adulterated and brought in direct comparison with the cold pressed product. It was found, for instance, that when meal sold for \$23 a ton and hulls for \$5 that caddo cake was worth \$17; when meal sold for \$24 a ton and hulls for \$6, caddo cake was worth \$18; when cottonseed meal sold for \$25 a ton and hulls for \$7, caddo cake was worth \$19.

Moreover, to add 400 pounds of hulls to a ton of cottonseed meal means to reduce its fertilizing value very considerably, since there would be 28 pounds less of nitrogen, 10 pounds of phosphoric acid and 6 pounds less of potash per ton than there would ordinarily be. This would mean a loss to the farmer at 15, 4 and 5 cents respectively per pound of plant food for \$4.90 per ton, which means that cottonseed meal ceases to provide the farmer with the cheapest available source of nitrogen. To illustrate this point, when high-grade cottonseed meal, containing 7 per cent. of nitrogen, 2.5 per cent. of phosphoric acid and 1.5 per cent. of potash, sells for \$23 a ton, as it did last fall, the phosphoric acid and potash contained in it at 4 and 5 cents respectively would be worth \$3.50. Subtracting this from \$23 would leave \$19.50. The nitrogen would therefore cost per pound on the basis of 140 pounds per ton, 13.9 cents. With high-grade nitrate of soda at \$50 per ton, the cost of nitrogen per pound is 16 cents; so it is clearly in the interest of the farmer to use cottonseed meal as the basis of his nitrogen. When cottonseed meal contains 300 pounds of hulls, however, the phosphates and potash contained are worth \$2.80 per ton, leaving 112 pounds of nitrogen to cost \$20.20, or 18 cents per pound. When the farmer uses a low grade cottonseed meal on his crop in the same amount he formerly used, he is not supplying as much plant food as he has been accustomed to use, which accounts in some measure for farmers now saying that cottonseed meal "runs out," a statement which is being used to injure the sale and use of cottonseed meal as a fertilizer as much as possible by those interested in the manufacture and sale of other forms of nitrogenous fertilizers. It seems to the writer that these are matters which are worthy of the most careful and earnest consideration at the hands of your association.

There are few foodstuffs better adapted for feeding to beef cattle with hulls, silage and legume hay than cottonseed meal. We have tested its merits for this purpose very extensively, and can assure all who are doubtful that cottonseed meal rationally fed will not produce fat sickness or blindness. Only pure, high-grade meal, however, should be fed to livestock, and the troughs should be kept clean and free from rejected food. The meal should be thoroughly mixed with some form of

roughness so that the animals can not gulp it down, and the feeding arrangement should be so adjusted as to prevent strong animals from getting to the troughs and thus overeating. It is a simple matter to mix meal and hulls in the right proportion for feeding. Where the two are used alone about one pound of meal to five or six of hulls have given the best results. Animals may be fed with safety on this ration for from 90 to 120 days, depending on the skill with which they are fed and on the prevention of overeating and thus getting off feed. Where silage or other succulent food is added to this ration, the feeding may be continued for from 150 to 180 days with perfect safety.

Excellent results will also follow the feeding of meal with legume hay. In this case probably not quite so much meal need be fed as where hulls are used, as they are low in feeding value, though we consider them as satisfactory as corn or timothy hay, a high-priced material which is sometimes purchased and fed to either beef or dairy cattle in the place of hulls. Meal and legume hay, such as cowpeas, vetch, clover or alfalfa would provide, with silage also make an excellent ration for beef cattle. Meal, fodder and silage may also be fed; and two-thirds meal with one-third corn during the first part of the feeding period, and one-half to two-thirds corn with the balance of the ration consisting of meal during the latter part of the feed period will be found a good combination to use, but we think, owing to the high price of corn that it is hardly as profitable as the meal alone, and this statement is based on certain investigations made by the writer, which shows that where a good grade of cattle were fed on cottonseed meal, clover hay and silage, that 3.6 pounds of concentrates were consumed per pound of gain. Where the animals were fed cottonseed meal and silage, 3.8 pounds of concentrates were consumed per pound of gain; where the cattle were fed cottonseed meal, corn and cob meal and silage, 3.9 pounds of concentrates were consumed per pound of gain; and where the cattle were fed cottonseed meal, corn and cob meal, clover hay and silage, 3.9 pounds of concentrates were consumed per pound of gain. According to these results, a ton of cottonseed meal fed with silage would make 527 pounds of beef; when fed with corn and cob meal and silage, 513 pounds; when fed with silage and a legume hay, 551 pounds; and when fed with corn and cob meal, silage and clover hay, 500 pounds. No material advantage, therefore, seems to have followed the addition of the corn and cob meal or the legume hay, but when the results of feeding cattle on meal and hulls alone are compared with feeding them on meal, hulls and some succulent food, they are in favor of the addition of the succulent ration.

In talking to and corresponding with crushers some disappointment has been expressed relative to this conclusion, but it seems that this is looking upon the question in the wrong light. There is an ample market for hulls where they may be disposed of to good advantage of the feeder, and the oil mill men, and if the addition of some succulent food to the ration gives better results to the feeder, the oil mill man should gladly welcome this knowledge and advise his patrons to follow these suggestions. Moreover, fattening oxen require a ration containing about 2.5 to 3 pounds of digestible protein and 16.2 to 18.4 pounds of carbohydrates. Four to eight pounds of cottonseed meal, which is about the amount which can be safely fed to a 1,000-pound steer for 150 days, and 25 pounds of hulls will not supply these constituents in the proper proportion; whereas, reducing the hulls somewhat and adding silage will help materially in bringing about the desired result. While an absolute balanced ration is not always essential nor desirable, the trend of all investigations shows quite conclusively that the man who feeds his animals more nearly according to the dictates of nature gets the largest return and the maximum of profit; therefore, we can not afford to ignore the question of giving some attention to the proper adjustment of the ration.

The high feeding value of cottonseed meal for dairy cows has long been recognized. It is apparent from the following figures that through the proper use of this concentrate in combination with legume hay the dairyman in the South may obviate the necessity of buying wheat bran. In the test in question four pounds of cottonseed meal, 6 pounds of wheat bran and 30 pounds of silage were fed against 4 pounds of cottonseed meal, 7 pounds of cowpea hay with 30 pounds of silage, with the result that milk was produced on the first ration at a cost of 6.7 cents per gallon, and butter at 13.8 cents per pound; and on the second ration at 5.6 cents per gallon for milk and 10.7 cents per pound for butter. These results show that wheat bran, which has been regarded as essential in the nutrition of the cow, may be successfully discarded, and a legume hay used in its place where cottonseed meal is used as the grain ration.

In more recent investigations made at the State College of Agriculture last year in co-operation with the Cotton Seed Crushers' Association of Georgia, the following interesting and instructive results were obtained. Three groups of cows numbering four each were fed in this test for 90 days, the groups being reversed so that each lot of cows received all three rations. This made the test fair in every respect.

RATIONS FED.

Food Consumed Per Head		
Group.	Ration.	per Day—Lbs.
1	Cottonseed meal.....	6
	Silage	30
	Stover	6
2	Cottonseed meal.....	4
	Bran	4
	Silage	30
	Stover	6
3	Bran	10
	Silage	30
	Stover	6

The first group received 6 pounds of cottonseed meal, 30 pounds of silage and 6 pounds of stover per head per day, the foods being fed on the basis of 1,000 pounds of live weight. The second group received 4 pounds of cottonseed meal, 4 pounds of wheat bran, and the same amount of silage and stover as the first group. The third group received 10 pounds of wheat bran, with the same amounts of silage and stover as the other two groups.

MILK PRODUCED.

Group.	Lbs. milk per group.	Lbs. milk per day	
		per cow.	per cow.
1	5946.3	16.51	2.01
2	6115.9	16.97	2.07
3	5460.6	15.16	1.85

FOOD CONSUMED PER GAL. MILK.

C. S. M.	Bran.	Silage.	Stover.
2.97	.....	14.8	2.97
1.93	1.93	14.4	2.88
....	5.40	16.2	3.25

Cottonseed meal group made 2.01 gallons of milk per day, consuming 2.97 pounds of cottonseed meal, with 14.8 pounds of silage and 2.97 pounds of stover. The group receiving cottonseed meal and bran gave 2.07 gallons of milk per day, and consumed 1.93 pounds each of meal and bran, with 14.4 pounds of silage and 2.88 pounds of stover. The group receiving bran alone yielded 1.85 gallons of milk per day, and consumed 5.40 pounds of bran, with 16.2 pounds of silage and 3.25 pounds of stover.

FINANCIAL STATEMENT.

Group.	Value of milk at 4.5 cts. per lb.	Cost of feed and cost of feed value of milk.	Difference between cost of feed and value of milk.	Cost of feed per gal. milk.	Cost of feed per cow.
1	\$267.58	\$43.20	\$224.38	5.97	12
2	276.02	56.34	219.68	7.50	15
3	245.71	71.82	173.89	10.07	19.9

The value of the milk at 4.5 cents per pound or 35 cents per gallon with the cotton-

seed meal group was \$267.58. The cost of the feed was \$43.20, which made a gallon of milk cost 5.97 cents, while the cost of the ration fed was 12 cents per day. The group receiving cottonseed meal and bran produced milk to the value of \$275.02, the cost of the feed being \$56.34. They made a gallon of milk at a cost of 7.5 cents, the cost of the daily ration being 15 cents. The group receiving bran straight produced milk to the value of \$245.71, the cost of the food being \$71.82. A gallon of milk cost 10.07 cents, and the cost of the daily ration was 19.9 cents. These figures show clearly the remarkably low consumption of concentrates required per cow per day where cottonseed meal is fed, and that it is unquestionably a cheaper source of protein for dairy cows than is provided by bran alone, or bran and cottonseed meal. Taking the figures presented and following them out, it appears that if a herd of thirty cows were fed on cottonseed meal, silage and stover with the results here indicated, they would make a profit of \$139.32 per annum more than a similar lot of cows fed on cottonseed meal and bran; whereas, the profit with a herd of thirty cows fed cottonseed meal, silage and stover would be some \$1,613.04 more than where bran, silage and stover were fed. We are also of the opinion that we would have obtained as good results from feeding hulls as from feeding stover, and we hope at no distant date to try an experiment to determine if this conclusion is justified by actual test.

It is noteworthy that the figures quoted above on the basis of a year's feeding for a herd of thirty cows are not unreasonable, since there were four animals in each group, which fed for ninety days would be the same as feeding one cow for 360 days or approximately one year.

In making up the food cost of the dairy ration, the animals have not been credited with the value of the manure produced. This is an important item, and should never be lost sight of, as the data in the following table show:

FERTILIZER VALUES.

Group.	Amount of Plant Food Returned to Soil.			
	Nitrogen. Lbs.	Phosphoric Acid. Lbs.	Potash. Lbs.	Total Value.
1	152.92	54.1	76.95	\$28.95
2	143.92	61.8	86.21	28.38
3	104.11	99.13	97.62	24.45

Total\$81.78

As only about 75 per cent. of the fertilizing constituents could be returned to the soil, the figures given are based on that estimate. Even then the total value of the fertilizing ingredients contained in the food consumed by group one was \$28.95; by group two, \$28.38, and by group three, \$24.45, or a total of \$81.78. This allows for nearly one dollar a day for labor in connection with the feeding of the cows, and should be ample to offset that item, since two good men can easily feed, milk and care for thirty cows. (To be continued.)

DEATH OF C. F. ALDRICH.

As this issue goes to press word is received of the sudden death of C. F. Aldrich, father of Paul I. Aldrich, editor of The National Provisioner. Mr. Aldrich was in attendance at the Memphis convention when he was called to the home of his father at Montevista, Colo., but arrived too late. Mr. Aldrich, Sr., was for many years an active newspaper man, highly regarded in the profession, and later was prominently identified with affairs of the Grand Army of the Republic.

Keep a file of your copies of The National Provisioner. Then when you want to look up some technical subject or refer to market reports or statistics you will have the information at hand, and will not have to inquire for it. Send for a National Provisioner binder; cloth, stamped in gold, \$1.25. Add 10c for postage and handling. Mail to Chicago, Ill.

MACHINERY EXHIBITS AT THE CONVENTION

The exhibits of oil mill machinery and equipment in connection with the convention were the most extensive ever shown at a meeting of the Association. Almost for the first time in the history of these gatherings this exhibition feature became a valuable adjunct to the convention sessions. The showing of machinery and supplies was a valuable object lesson to oil mill men, and judging by the large attendance in the exhibition hall, this feature was appreciated accordingly.

One of the large halls of the Tri-State Fair Grounds group of buildings was devoted en-

operated at its full rated capacity, with a 4 H. P. electric motor.

One of the most instructive features was the operation of one of the "Scientific" Disc Hullers of 120-ton seed capacity. This was mounted on one of their Steel Frame Double Shakers, and adjoining these was one of their Steel Frame Hull Beaters and Separators, each driven by independent motor. There was also a model showing a complete 60-ton hulling and separating installation, a full-size double thrust ball bearing used on all Scientific Disc Hullers, showing its connection to the shaft, safety springs, etc. There was also a very ingenious device illustrating the special

oil mill men, and more than one manager left with a valuable hint on how to increase his profit by reducing the losses he is now suffering from the use of obsolete machinery.

The company was represented by Messrs. Charles L. Bauer, president; Louis E. Bauer, vice-president; W. E. Copenhaver, secretary; D. L. Adelsberger, chief of experimental department; C. M. Hollenbeck, sales manager.

The Dixie Electro Magnet Company, of Memphis, had one of the most attractive exhibits in the hall. This company was the pioneer in introducing electro magnets in cottonseed oil mills. It has been their aim to manufacture the best magnet made, and a number of cottonseed oil mills are now using their magnets. The exhibit consisted of Dixie Linter magnets, Dixie Standard magnets, Chickasaw magnets, Dixie Standard Huller magnets, Chickasaw Huller magnets, Dixie Special Seed House magnets, Dixie Special self-cleaning magnets and the Dixie Grabot machine.

Mr. Walter Goodman was in charge of this exhibit and was kept busy all the time explaining the advantages of the company's products to oil millers attracted to the display.

The W. P. Callahan & Company, Dayton, Ohio, had a big exhibit of oil mill machinery. The Buckeye Iron & Brass Works, Dayton, Ohio, was also represented in a large space with a complete line of oil mill machinery, valves and fittings, brass, bronze and aluminum castings, etc. Messrs. Pease and Sours had charge of this exhibit.

The Livermore Foundry & Machinery Company, Memphis, Tenn., also had an exhibit of oil mill machinery. The French Oil Mill Machinery Company, Piqua, Ohio, had a very large space with several big machines, including a cooker, in operation. The Webster Manufacturing Company, of Chicago, was also represented with an exhibit of oil mill machinery. The Atlanta Utility Works, East Point, Ga., was also a machinery exhibitor. The Air Blast Gin Co., Dallas, Texas, was represented by T. H. Lumpkin, its Memphis agent.

Read-Duecker, Memphis, had a large exhibit of mill supplies. The Hills-McCanna Company, Chicago, showed valve seats, lubricators, etc.

The H. W. Johns-Manville Company, New York, had an exhibit of roofing, packing and pipe covering. This exhibit was in charge of G. W. Anderson, their St. Louis representative. Mr. Anderson showed a full line of S. M. asbestos and J. M. Old roofing.

The Southern Cotton Oil Company illustrated another development of the by-product business in the cottonseed industry with an exhibit of paints, the basis of which is a cottonseed by-product. This exhibit was in charge of R. L. Clancy, manager of the Southern Cotton Oil Company's paint department, Savannah, Ga. Mr. Clancy had a very attractive booth, containing a line of roof, barn and metallic paints. The basis of these paints is a rubber pitch which is the residue from soap stock. To this is added linseed oil and the highest grade pigments to make the paint.

The Standard Oil Company had a booth showing its line of lubricating and other oils and greases, together with a heating apparatus which might be used in a small way about a mill.

F. W. Brode & Company, Memphis, had a big exhibit of press cloth, made by J. T. Perkins Company, whose agents they are. The Memphis Broom & Brush Company showed a house built entirely of brooms of all sizes.

This exhibit as a whole was such a success that it will probably become a distinct feature of the annual conventions in the future.



OFFICERS OF FOOS MFG. CO.

tirely to this exhibit. Every space was taken and several exhibitors were compelled to borrow room from generous competitors in order to be able to show their goods. Mr. Bond, of the local committee on arrangements, had charge of this feature and took good care of all the exhibitors.

The largest and most comprehensive exhibit was that of the Foos Manufacturing Company, of Springfield, Ohio. In a space taking up nearly one-quarter of the entire hall they showed a full line of their "Scientific" machinery for cottonseed oil mills. They had in operation one of their 60-ton seed cleaners, and it was made apparent to all that this machine not only removes all the foreign material which would damage linter saws, but also separates from the seed a large amount of the light trash, hull shell, linings, etc., thus improving the quality of lint. This machine was

points of merit of their new Scientific plate for attrition cake mills.

No oil mill man who visited the Foos space could have left without being benefited by his investigation of the machinery shown and his talk and discussion with the representative of this progressive company. While this company was no doubt well advertised by this exhibit, the greatest good resulting was to the

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TRADE GLEANINGS

It is reported the Armour Company will establish a branch house at Alexandria, Va.

H. M. Jordan, Sioux City, Ia., contemplates establishing a packing plant at Enid, Okla.

H. G. Alright's slaughterhouse at Parkersburg, W. Va., has been damaged by fire.

A slaughter house belonging to John Gehhart at Sturgis, Mich., has been destroyed by fire.

The burned plant of the Rowland Oil and Fertilizer Company at Rowland, N. C., is to be rebuilt.

The capital stock of the Plano Cotton Oil Company, Plano, Tex., has been increased from \$35,000 to \$75,000.

The De Soto Oil Company, Memphis, Tenn., will erect a fire-proof warehouse, 186 x 116 feet, at a cost of \$12,000.

The Munger Oil and Cotton Co., Munger, Tex., is reported as planning the establishment of a fertilizer plant at Mexia, Tex.

Plans have been prepared for the Cudahy Packing Company for the erection of a branch house at El Paso, Tex., to cost about \$40,000.

The Edward Gerber Packing Company, St. Louis, Mo., has been incorporated with a capital stock of \$20,000 by L. Gerber, A. W. Franel and J. Joering.

The new El Reno Packing and Producing Company, El Reno, Okla., will manufacture cottonseed oil, fertilizer and glue in connection with its packing plant.

The Columbus Oil Mill, Leesville, La., has been incorporated with a capital stock of \$12,000 by J. N. Gilbert, G. W. Carroll, J. A. Glenn, all of Beaumont, Tex.

The plant of the Memphis Cottonseed Oil Company, Memphis, Tenn., was destroyed by fire on May 19. The loss is estimated at \$200,000, including machinery.

A company is being organized at Dublin, Ga., with \$100,000 capital stock by M. E. Burts for the purpose of establishing a cottonseed oil mill and cotton gin.

The Kerns Live Stock Express Company, Jersey City, N. J., has been incorporated with a capital stock of \$25,000 by E. L. Kerns, Englewood; J. P. Wade, Passaic, and J. O'Brien and E. Cahill, Jersey City.

The John Morrell Packing Company, Otumwa, Ia., has purchased the packing plant of W. R. Green at Sioux Falls, S. D., which will be remodeled and operated.

Work has been commenced on the five-story brick and steel cold storage building at Camp Washington, near Cincinnati, O., for J. & F. Schroth Packing Company. The cost will be around \$35,000.

The F. C. Fisher Corporation, Boston, Mass., has been incorporated with a capital stock of \$200,000 to deal in leather. President and treasurer, F. A. Wyman; clerk, A. A. Shafter, both of 617 Old South Building.

Davis Berkman, a wholesale meat dealer at 151 East Broadway, New York City, has filed a petition in bankruptcy, showing liabilities at \$397,437, of which \$352,829 are secured by mortgage on real estate, and assets of \$84,756.

The North Sixth street branch of the New

York Veal and Mutton Company has added an addition to its plant on North Seventh street, Brooklyn, N. Y. The new building of this firm is nearly completed, and includes a refrigerating plant. It has an interior of 122 feet and will hold 2,500 sheep, lambs and calves.

The Eckhart Packing Company of Fort Wayne, Ind., has moved into its new building, which has been under course of construction for its lard and tannage departments. It consists of two entirely separate departments, is 40 x 50 feet in size with two stories and basement.

The El Reno Commercial Club of El Reno, Okla., has closed a contract for the construction of a packinghouse in that city. The plant will have a capacity of 1,000 hogs and 400 cattle daily, and will be ready for operation by October 1. El Reno's bonus to the company is a site of thirty-five acres and \$75,000.

The Independent Fertilizer Company of Columbus, Ohio, which was incorporated some time ago with a capital of \$200,000, has organized by the election of U. B. Huddleson as president; John Williamson, Sunbury, vice-president; M. J. Condit, Sunbury, secretary; C. D. Haiden, Centerburg, treasurer. The company will at once erect a plant and engage in the manufacture of fertilizers.

The Cudahy Packing Company has sold to Lee, Higginson & Company an issue of \$4,000,000 first mortgage fifteen-year bonds, to be issued as working capital. They are secured by a first mortgage upon all real estate, plants, etc., which have at the present time a valuation of \$9,100,000. A sinking fund provides for the retirement of 5 per cent. per annum of bonds issued beginning November 1, 1910, and will retire at least 68 per cent. of this issue before maturity.

The Retail Butchers' Fat Rendering Company, New York City, recently incorporated with a capital stock of \$50,000, will shortly open a plant at 652 West 39th street. At a recent meeting the following directors were elected: Jacob Bloch, 575 Ninth avenue; Louis Goldschmidt, 117th street and Eighth avenue; Herman Kirschbaum, Tenth avenue and 45th street; Edward F. O'Neill, Eighth avenue and 58th street; Christian Schuck, 145th street and Willis avenue; George H. Schaeffer, Fourth avenue and 32d street; Frederick J. Staehle, Myrtle avenue, Brooklyn; Charles Young, 817 Park avenue; Frederick Wehnes, 165th street and St. Ann's avenue; John Vincent Donahue, 652 West 39th street, and H. Himstead of Fulton street, Brooklyn.

TRADE OPPORTUNITIES ABROAD.

The Bureau of Manufactures, Washington, D. C., announce the following openings for American packinghouse products abroad:

An American consular officer in a certain country of Northern Europe reports that he

is informed by one of the principal dealers in agricultural implements and machinery there that there is a good opening for the importation of American artificial fertilizers into that country. The names of the principal importers of fertilizers at the place in question have been furnished by the consular officer and may be had upon application to this Bureau, reference being made to file No. 3405.

A man in a certain European city has informed the American consul there that he believes that an excellent market exists in that city for the sale of American meats, and would like to hear from American exporters of such items. Address Bureau of Manufactures, Washington, D. C., referring to file No. 3416.

An American consul in one of the Balkan countries reports that there is a tendency there to displace olive oil by the use of cottonseed oil, the use of the latter steadily increasing. The quality of cottonseed oil used is what is known to the trade as "lampant"; that is, clear and without sediment or odor. The consul gives the names of firms to be addressed, and suggests that quotations and terms be accompanied by samples. All correspondence should be in French or German. Address Bureau of Manufactures, Washington, D. C., referring to file No. 3420.

REFEREE BOARD'S REPORT IN FULL.

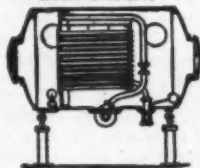
The Department of Agriculture has just issued an elaborate report, containing some 784 pages, on the investigations into the use of benzoate of soda as a preservative, conducted last year by the Remsen Referee Board of Chemists. It will be remembered that their report was diametrically opposed to that of Dr. Wiley, and resulted in permitting benzoate of soda to be used as a preservative.

CHANGES IN MEAT LAW.

Two bills and a resolution have been reported by the legislative Committee on Judiciary of Massachusetts providing for a more stringent supervision of the sale of beef in that State.

The first bill places the regulations for the sale of beef under the cattle commissioners, but prohibits the sale for food of beef which is in any way affected by disease. The second bill provides that all beef shall be stamped, while the resolution authorizes an investigation by the State Board of Health of slaughter houses and other places where cattle are killed.

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THE CRUSHERS' MEETING

The Inter-State Cotton Seed Crushers' Association added another chapter to its history of successful meetings at Memphis, Tenn., this week, and thereby gave another indication of the reasons and the justification for its existence.

Organization is a good thing. Nobody with any sense will deny it nowadays. The Crushers' Association is a particularly successful organization, because it is alert, vigorous and effective. It is well supported by a membership comprising a very large percentage of the trade, and its committees are hard working.

The full report of the proceedings of this convention, which will be found in this issue of The National Provisioner, will make interesting reading, not only for crushers and cotton oil refiners, but for buyers and sellers of cottonseed products generally. A feature

of the proceedings which is commendable was the effort to educate the trade itself to a better understanding of its possibilities and a more effective realization of them. It was distinctly an educational programme. Everybody should read every word of the report.

The cottonseed products industry has had a record year, both in production and in business done. The outlet both at home and abroad for the products of the cotton seed is constantly widening. The consuming world is fairly beginning to realize the merits of the products of this industry, and the industry itself is just beginning to appreciate the marvellous future before it. Every year tells a new story of development and advancement, and of added recognition for what is bound to be one of the foremost of America's manufacturing industries.

PACKERS AND LEATHER

In connection with the tariff discussion in Congress there is a good deal of loose talk to the effect that the packers control the leather business, or that they are about to do so, or that they have plans in that direction. They do not control the leather business. Their interest in it is only indirect and very small, but they should control it if they want to. There is no reason why they should not, except that the selfish interest of another class of business men might suffer by the change. Sentiment does not enter that far into business, and competent business men always have means at hand for holding their own.

There is no law of business morals, and there is no good reason why a packer should sell a hide to anybody unless he wants to. He buys it with the animal, and if he can see a margin of profit by holding on to it himself and by tanning it and preparing it for market himself, that is what he is in business for. As long as his methods of controlling his own property are legitimate no reasonable exception can be taken to them.

As a matter of fact, if the packer wants to take the hide, his own property, make it into leather and then further develop it into shoes, harness or other leather articles, he should have the privilege of doing so, provided he is able to compete with others who have to buy the raw material the same as he does, but perhaps through other packers.

Any argument that a packer should not go into the leather business would apply to the development of any of the other of his by-products. It would bar him from the glue, soap, fertilizer, fat and other lines of business. When he buys an animal he has the raw material for many different industries, and if he can develop these by-products into finished articles it is good business for him to do it. Such development tends to economic gains in the saving of the cost of

production, and that is the trend of modern business. Every business man must shape his business in that way, or else he will be left behind in the march of progress.

THE TARIFF

The tariff news of the week bears out the contention so often made in these columns, that our pending law should be framed as much or more for retaliation as for conciliation. Some of the most important interests of Germany and France are becoming panic-stricken with the prospect that our proposed maximum tariff may wipe them out of existence. Doubtless some of these great interests abroad would be greatly injured if it came to a tariff war with us, and it is just as well that they feel the fear of panic now, and after the passage of the law, it will make them bring pressure to bear upon their own treaty makers to deal fairly with us when the time comes for the new commercial agreements. The more of this kind of pressure we get in our behalf the better, because it will enable our Government to insist that the fanciful but effective inspection and invoice regulations shall be so modified that it will be possible to get our products into European countries. The news indicated is decidedly more encouraging for an amicable treaty arrangement with foreign countries than all of the talk of weak-kneed legislation, which is emanating from the daily press of the country. It means that Europe will be made to come to its senses and to realize that the United States is going to be dealt with upon a fair business basis, or else that some of the leading European industries will be made to feel the effects of our displeasure.

COSTLY EXPERIMENTING

The experience which the Bureau of Animal Industry has had in tracing the source of the late outbreak of foot and mouth disease to experimental laboratories would indicate that such measures will now be taken as to forbid a repetition of the occurrence. If the recent experiences were not enough, however, the fact has been developed in connection with the investigation that the outbreak in New England some years ago came from a similar source would be convincing. The last outbreak cost the Federal Government more than \$300,000 besides disorganizing its inspection service in the packing plants for some time, and the one in New England cost much more. While the expense of suppressing these outbreaks has been extremely great, the possibility of infecting the livestock of the whole country is a decidedly more serious aspect of the subject. The bureau officials are so very efficient in all of their work that it is unnecessary to suggest to them that effective measures be taken for a prevention of the same kind of trouble.

ICE AND REFRIGERATION

NEW INCORPORATIONS.

St. Louis, Mo.—The Sanitary Refrigerating Company has been incorporated by J. W. Schiele, John Ott and H. A. Hamilton.

Athens, Tenn.—The Athens Ice and Cold Storage Company has been incorporated by H. C. Russell, C. S. Williams, H. M. McKildin and others.

Des Moines, Ia.—The City Ice Company has been incorporated with \$20,000 capital stock by J. Watt, M. J. Brackett, W. E. Kooker and others.

Indianola, Miss.—A. F. Gardner, W. B. Martin, C. C. Moody and others have incorporated the Sunflower Light, Ice & Power Co., with a capital stock of \$25,000.

Boston, Mass.—The Dorchester Ice Company has been incorporated with a capital stock of \$75,000. President and treasurer, L. N. Fairfield of Dorchester.

Wilmington, Del.—The Booth Fisheries Company has been incorporated with a capital stock of \$7,000,000 by F. M. Shire, S. E. Roberson and H. W. Davis.

Ripley, Tenn.—The Ripley Light, Water and Ice Company has been incorporated with a capital stock of \$15,000 by J. W. Sanford, H. D. Folts and F. A. Henry.

Bridgewater, Mass.—The Bridgewater Ice & Coal Co. has been incorporated with a capital stock of \$25,000 by L. W. Caryl, F. A. McNeeland and E. A. MacMaster.

Williamsburg, Va.—The Williamsburg Cooperative Creamery Association has been organized here by L. W. Roberts, G. L. Burleson, A. L. Squires and others. A plant is to be erected at once.

Columbus, O.—The Superior Ice Manufacturing Company, with a capitalization of \$75,000, has been incorporated by Harry C. Black, Alvin A. Kasson, William S. Nigh, E. W. Edwards and Charles E. Klunk. The company will operate an ice-manufacturing plant and sell its product.

ICE NOTES.

Lonoke, Ark.—An ice plant is to be established here by Watson & Aven.

Boyce, Ia.—The Boyce Ice Company has completed its new 25-ton ice plant.

Clinton, S. C.—A. B. Blakely and J. H. Young will establish an ice plant here.

Baltimore, Md.—The plant of the Baltimore Plate Ice Company has been damaged by fire.

De Queen, Ark.—The De Queen Light, Ice and Cold Storage Company has been adjudged a bankrupt.

Brenham, Tex.—The Brenham Creamery Company has increased its capital stock from \$2,200 to \$4,000.

Chicago, Ill.—The Jewell Ice Equipment Company has changed its name to the Polar Ice Machine Company.

Akron, O.—The new ice plant being erected

by the Klages Coal and Ice Company has been damaged by fire.

Jeannette, Pa.—The Pittsburgh Ice Company has commenced the erection of a large ice house on Sixth street.

Long Branch, N. J.—J. W. Cunningham is erecting a new building on Hulick street to be equipped as an ice plant.

San Antonio, Tex.—The Merchants' Ice and Cold Storage Company is receiving bids for the erection of its new plant.

Alton, Mo.—The Wickenhouse ice plant in East Alton is nearing completion and will be in operation about next week.

Farmville, Va.—A company is being organized here by W. W. Watkins, E. E. Hundley and R. B. Johns to establish a creamery plant.

Farmersville, Tex.—The new ice plant of the Farmersville Ice, Fuel and Power Company has been completed, and is now in operation.

Los Angeles, Cal.—The Supervisors of the county hospital have authorized plans to be prepared for the installation of an ice plant at that institution.

Carthage, Mo.—The Haberle Brewing Company of Syracuse is contemplating the erection of a cold storage plant here for the distribution of its beer.

Jackson, Mich.—The Haehnle Brewing Company is preparing to manufacture ice from distilled water. The capacity of the plant is to be 35 tons.

McKinney, Tex.—The establishment of a creamery plant here is contemplated by J. L. White, J. S. Heard and W. B. Carnes, who are organizing a company.

Pasco, Wash.—The Twin Cities Ice Company of Kennewick is erecting a cold storage and ice house here, just off Fourth street, in the rear of the Windsor Hotel site.

Frankford, Pa.—The Retail Grocers' Association has appointed a committee to arrange for the construction of a storage and ice plant for the use of that organization.

Brooklyn, N. Y.—The Kings County Refrigerating Company has started to excavate for its new cold storage plant at 20 to 40 Hall street. About \$125,000 is to be invested.

Harmony, Pa.—A \$16,000 ice plant will be built at this place. The plant will be located near the Baltimore & Ohio station, on the William Kaufman coal yard lot adjoining the B. & O. tracks.

San Antonio, Tex.—Work on the new five-story building to be erected for the San Antonio Ice and Cold Storage Company will be commenced immediately. This company was recently organized.

Nashville, Tenn.—The new ice plant being erected in connection with the Tennessee Packing and Stock Yards Company will begin operating about June 1, and will have capacity of sixty tons of ice daily.

Springfield, Ill.—Work has been commenced on the large addition to the plant of the Striffler Ice and Cold Storage Company. The building is to be 90 x 157 feet and have a capacity of 60 tons daily. The plant and machinery to be installed will cost around \$60,000.

Marshalltown, Ia.—The Consumers' and Zero Ice companies of Des Moines, who purchased the machinery and equipment of the



GIANT Insulating PAPER

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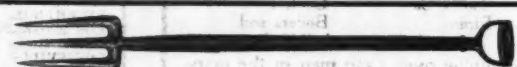
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Iowa Artificial Ice and Refrigerating Company here last week, have decided to ship the machinery to Des Moines and install a plant there.

Jersey City, N. J.—The Hoboken Inn Keepers' Association met last Friday at 500 Bloomfield street to act on the Lembeck Company's offer to lease its ice plant on Ninth street, this city, to the Hoboken saloonkeepers so that they may make their own artificial ice. Saloonkeeper Fietjen is president of the Hoboken association.

Harrisburg, Pa.—In accordance with resolutions adopted unanimously by both branches of City Councils a committee was appointed to confer with the City Solicitor to learn if the city may legally erect a municipal ice plant. The City Solicitor is asked to draw up an ordinance for the establishing, erection and operation of such a plant if it be deemed legal.

STORAGE TEMPERATURE AND BONE TAIN.

An English contemporary recently published an article on bone taint by C. J. Tabor which was read before the English Cold Storage and Ice Association. His observations on bone taint treat largely of taint in relation to the killing and storage temperatures of animal carcasses. The article in part follows:

Bone taint is a source of great trouble to all concerned in the meat trade and some very singular views are held as to its cause. We were told, it was occasioned by the surface of the meat being frozen over before the interior was cool. Now I know nothing of the meat trade; the only slaughtering I ever saw was when I went into a slaughterhouse in my early days to get a fresh organ for dissection; but I have made a number of inquiries and I think have elicited pretty clear answers. Bone taint is a trade name for a condition which occurs in the thick part of a hind quarter of beef, where, although the outer part of the beef is perfectly hard and sound, yet when the meat is bored through to the bone, the augur brings up a decided taint. There is a case quoted of a pig that was killed in Canada at a natural temperature of about 10 degrees F.; the carcass is reported to have been frozen hard almost before it was dressed, and then failed to its destination; on arrival it was found to be putrid in the interior of its thickest parts. I give it you as I was told by a well-known Colonial journalist, who in

his turn heard it from another. Well, if such be the facts of the case, there must have been something else to have brought about such a result; possibly the pig was in a fevered condition when killed; of this we have no information; very probably the freezing alluded to was only the stiffening of rigor mortis, or the carcass was packed and put into a train and the heat could not escape; the tale is good, but lacks a lot of contingent information.

This trouble occurs in England in very hot weather, when no means is taken to allow the animal heat to escape by cutting down to the bone, and by hanging the carcass in a current of air; but if this be done, damage rarely occurs. We get taint also with game or rabbits if they be packed before the animal heat has gone out of them. The mischief has been nearly stopped with frozen meat by exposing the carcass to a current of air before putting into the refrigerating chamber. The temperature of an ox is 99-100, and if the outer air be 70 to 80, and not cooled by being changed by a current so that the heat can escape from the carcass, naturally the

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NEWARK, F. W. Munn Livery Co.
NEW ORLEANS, Finlay, Dicks & Co., Ltd.
NEW YORK, 100 William St., Roessler & Hae-lacher Chemical Co.
NORFOLK, Nottingham & Wrenn Co.
OMAHA, Richardson Drug Co.
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interior retains a high temperature for a long time, and taint ensues. Again, if the animal be killed in a heated condition, fevered by over-driving or from fright, the temperature of the blood is increased. In the case of meat intended to be frozen, if put direct into a chamber at, say, 15 per cent. where there is no current, the heat from the interior does not find its way to the surface sufficiently soon. Finally, the whole secret is admitted by experts to consist in proper cooling in a current of air. In hot countries such as Australia or the Argentines, the temperature is very high, and failing these precautions trouble does ensue, but all this is a very different thing to freezing the surface whilst the inside is at a high temperature, or in other words, imprisoning a temperature of, say, 70 by one of 15. So much depends on the heated condition of the blood of the animal at the time of death, and equally as much importance attaches to the rapidity with which the heat is allowed to leave the body; but to say that muscular tissue will congeal on the outside before the inside layers, which are in close juxtaposition, are down to 40, seems to me to be theoretically and practically impossible.

I perfectly agree that if a red hot cannon ball be suspended inside a receptacle of ice an inch in thickness, and the whole be sealed by another block of ice, the heat will then be imprisoned until the energy in the cannon ball has spent itself in reducing the thickness of its receptacle, and provided it were large enough to entirely melt the ice, not till the ice was all gone would a thermometer placed on its surface show a reading above 32. The older forms of calorimeters were made on this plan; the amount of water found in the receptacle when the shot had cooled would represent the volume of energy expended.

In the case of bone taint we are asked to believe the reverse of this, i. e., to suppose that some part of the mass outside gets below 32, and then freezes whilst the inside is at a much higher temperature; in lieu of putting the hot ball into our chamber of ice, we make the ice round the hot ball. May I venture to say, bone taint does not occur through heat imprisonment by cold, but because insufficient means are allowed for the heat to get away from the body. Closely allied to this question is the question of freezing poultry, eviscerated or otherwise. No doubt if the poultry has to be stored immediately after killing, then the best and only way is to eviscerate whilst warm, otherwise the flesh of the bird, especially of large turkeys, will suffer. I well remember a case in which this occurred, in the early days of the Colonial poultry trade. The turkeys had been put into crates and stored when warm, and had not been either plucked or eviscerated; the consequence was the feathers prevented the heat escaping in time to prevent damage to the goods. The only drawback to this evisceration is that in the event of a breakdown there is an inner and outer surface exposed to heat which entails moisture, and consequently mould.

THE ARGENTINE MEAT TRADE.

While the imports of frozen beef into Great Britain from Argentina are steadily increasing, amounting in 1908 to 402,047,632 pounds, valued at \$29,696,823, as compared with 129,047,632 pounds, valued at \$9,904,179 in 1903, there have been no imports of Argentine live cattle since 1903, when the imports were 27,807 head, valued at \$2,219,124, in a total import of 519,794 head, valued at \$39,035,471.

The cause of the cessation of imports of live Argentine cattle was the closing of British ports thereto on account of foot and mouth disease. According to a Buenos Aires correspondent of the London Times, it is apparent that the cattlemen of the Republic are now seeking to have this embargo lifted and to make British ports once again free to Argentine live stock. The correspondent reports that the Sociedad Rural Argentina has approached the Government with a view that steps be taken through the Argentine minister at London to obtain the reopening of British ports to Argentine live cattle and sheep, the present being an auspicious time to secure this reopening "in view of the recent outbreak of foot and mouth disease in the United States and the closing of British ports to American livestock, and taking into ac-

count the fact that the disease has practically disappeared from Argentina."

The society further represents that it is becoming necessary to find an outlet for the rapidly increasing livestock production other than in the form of frozen meat, and the opening of British ports would secure this outlet.

This correspondent claims that American packers are securing possession of some Argentine refrigerating establishments, for in addition to the purchase of the La Plata establishment some time back, one American concern has now bought the La Blanca at a purchasing price, as announced, of \$7,800,000. The former manager of the La Blanca, in the interest of the American company, is now in Chile studying the possibility of setting up a "freezer" in the far South. The correspondent also announces that a syndicate of German capitalists has been formed with the purpose of floating a company for erecting a "freezer" in Patagonia for the shipment of meat by direct steamer to German ports.

The correspondent gives the exports of frozen and chilled meat for Argentina in 1906, 1907 and 1908 as follows:

	1906.	1907.	1908.
Beef, quarters	2,060,221	1,894,052	2,445,353
Mutton, carcasses	3,274,639	2,907,191	3,334,828
Lambs, carcasses	74,719	90,800	359,290

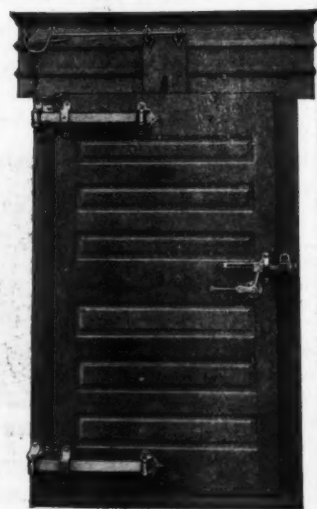
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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the bbl. except lard which is quoted by the cwt. in tcs., pork and beef by the bbl. or tierce, and hog by the cwt.

Market Irregular—Prices Advance Sharply, Then React—Speculation More Active—Live Hog Movement Still Moderate.

The future market developed strength during the week and advanced $\frac{1}{4}$ c. a pound on lard and about 25c. on pork. The improvement was brought about by continued moderate movement of hogs, strong live hog prices and fairly good demand for cash product for distribution and a little export movement. There were some export purchases on lard put through about ten days ago at the West, which seemed to start quite a little buying movement, and as soon as the buying movement was under way there developed a broadened speculative market, particularly in lard, which was also affected by decided strength in cottonseed oil.

The reactionary tendency of the market appeared to be due to heavy selling by a large packing interest in the Western market. This interest sold several thousand tierces of lard on Tuesday and a considerable line of meats. The market was not in a position to take such offerings and quickly gave way, showing further weakness on Wednesday, with a reaction in live hogs.

The situation of the market is an interesting one. There are at present a good many who are confident believers in maintained values for hog products for some time, or at least until there is a heavier movement of live hogs. The stocks of product do not appear to be important, excepting at Chicago, and there seems to be fair ground for believing that the stock in Chicago represents the bulk of the surplus holdings, and that the

country stocks are not very large. The movement of hogs is still small, and prices are very firm. There was a little reaction the middle of the week from the extreme figures for hogs and some pause in the demand at the West.

How soon the movement of hogs is likely to increase is quite problematical. The last Government reports indicated a small deficiency in the number of hogs, and the feeling appears to be that it will be a good many months before the supply is increased, probably not until there is prospect for lower feeding stuffs. With the opening of the spring season, however, and the near approach of well developed summer feed, there is, of course, the chance for a considerably lower priced rough feed for hogs, but the price of grain for finishing the hogs, and for cattle, both continues very high. Cash corn is still commanding over 70c. at the West and live hogs are about $7\frac{1}{4}$ @ $7\frac{3}{4}$ c. showing that the price of the hogs is keeping pace with the price of feed.

During the past week the average price of hogs at the West was \$7.28, compared with \$5.52 last year, and an average for the past eight years of \$6.01. The average price of cattle is \$6.50, which is exactly the same as last year, while the price of sheep is \$1.40 above a year ago, and lambs \$1.20 over. The price of product shows an advance over a year ago of just about 2c. a pound on lard. May ribs are $2\frac{3}{4}$ c. over last year, while pork is nearly \$5 a barrel higher than a year ago. The quotations for product reflect the premium of the live hogs over last year and the summer deliveries show slight premiums over the nearby.

The present tendency was shown by the future market is to expect maintained quotations for product until the opening of the fall, and whether the prices are materially lower then or not will depend on the question of feed supplies on the one hand, and business conditions with the consequent demand for product on the other. The general belief which seems to prevail that there will be an improvement in business conditions during the summer, will naturally have a stimulating effect on the demand for product, particularly as the supplies of product are comparatively light. Recent packing operations have shown a considerable decrease compared with last year, and with the light weights the yield of product shows an even larger decrease than indicated by the decrease in the number packed.

There have been some fair export shipments of lard the past week or ten days, but the total export movement is not heavy. There is a moderate English demand, but the conditions abroad have not been very satisfactory for a large buying movement in hog products which is reflected in the heavy decrease in hog product exports the past six months. The increase in the exports of cottonseed oil and a good export movement in compound lard may in part explain the decrease in the foreign demand for lard, but do not explain the falling off in the demand for meats. There has been a further advance in foreign quotations for both meats and lard this week in response to the rise here, but there has been practically no increase in the volume of foreign demand.

There is considerable speculation as to the effect on the demand for both lard and meats

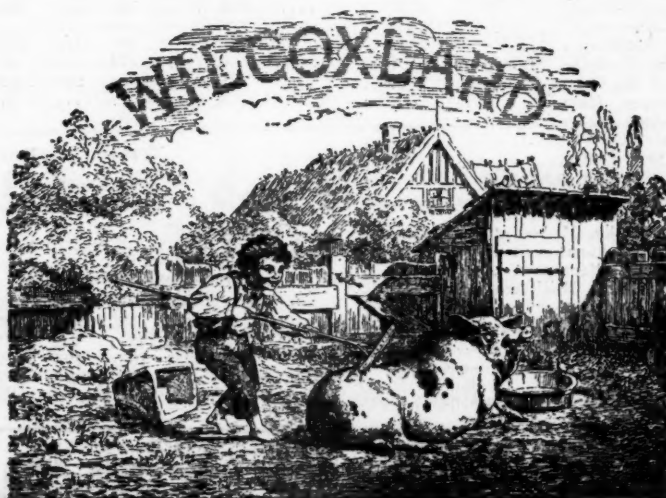
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of any further advance in prices in view of the high quotations prevailing compared with a year ago. With the summer season rapidly advancing and the natural period for lower priced vegetables and food products there is some disposition among provision interests to look for a rather hesitating demand for product, particularly if prices should move to any higher level. The price, however, has not been a check on sufficient demand to keep the supplies of product well in hand, and there has been no tendency towards accumulation. The trade is apparently not influenced to any extent by this theory, other than to be rather conservative in buying in view of the prices prevailing.

Packing for the week showed another decrease, the total being 460,000 against 595,000 last year.

The weekly estimate of the Chicago lard stock shows a decrease of 7,000 tcs. since May 1; pork, a decrease of about 500 bbls., while ribs show a decrease of about 2,500,000 lbs.

The spot market has improved with futures, with quiet trade. Mess is quoted at \$19@19.50; clear, \$19.25@21.50, and family, \$9.50@10.50.

The market is quiet with prices about steady. City steam lard, \$10.75; prime Western, \$11.50, and Middle West, \$10.95; Continent, \$11.35; South America, \$12; Brazil, kegs, \$13; compound, 7% @ 8 1/4c.

SEE PAGE 74 FOR CLOSING MARKETS.

BEEF.—The market is steady, with a fairly good trade in canned beef. Mess is quoted at \$12@13.50; packet, \$13.50@14; family, \$14.25@14.75.

EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York, reported up to Wednesday, May 19, 1909, were as follows:

BACON.—Antwerp, Belgium, 82,500 lbs.;

Alexandria, Egypt, 1,620 lbs.; Ancona, Italy, 12,538 lbs.; Brahestad, Russia, 18,748 lbs.; Cagliari, Sardinia, 12,890 lbs.; Copenhagen, Denmark, 3,071 lbs.; Genoa, Italy, 20,546 lbs.; Glasgow, Scotland, 225,596 lbs.; Hamilton, W. I., 1,011 lbs.; Havana, Cuba, 56,164 lbs.; Hull, England, 272,143 lbs.; London, England, 35,900 lbs.; Liverpool, England, 703,984 lbs.; Matanzas, Cuba, 21,076 lbs.; Nassau, W. I., 760 lbs.; Rio Janeiro, Brazil, 15,400 lbs.; Rotterdam, Holland, 79,348 lbs.; Santiago, Cuba, 61,870 lbs.; Uledborg, 19,151 lbs.

HAMS.—Antwerp, Belgium, 170,000 lbs.; Barbados, W. I., 952 lbs.; Barcelona, Spain, 2,382 lbs.; Bermuda, W. I., 1,305 lbs.; Cadiz, Spain, 1,506 lbs.; Colon, Panama, 6,429 lbs.; Cayenne, French Guiana, 1,871 lbs.; Copenhagen, Denmark, 5,825 lbs.; Christiania, Norway, 16,375 lbs.; Ciudad Bolivar, Venezuela, 1,363 lbs.; Glasgow, Scotland, 307,100 lbs.; Hamilton, W. I., 4,587 lbs.; Havana, Cuba, 29,233 lbs.; Hull, England, 121,261 lbs.; Kingston, W. I., 959 lbs.; London, England, 383,326 lbs.; Liverpool, England, 677,440 lbs.; Matanzas, Cuba, 1,179 lbs.; Malaga, Spain, 904 lbs.; Nassau, W. I., 1,533 lbs.; Port Cabello, Venezuela, 8,777 lbs.; Port au Prince, W. I., 1,422 lbs.; Port Limon, C. R., 916 lbs.; Puerto Plata, San Domingo, 2,149 lbs.; Santiago, Cuba, 3,885 lbs.; Southampton, England, 77,521 lbs.; Trinidad, W. I., 10,259 lbs.; Vera Cruz, Mexico, 1,490 lbs.

LARD.—Algoa Bay, Africa, 48,975 lbs.; Antwerp, Belgium, 220,208 lbs.; Aberdeen, Scotland, 25,515 lbs.; Amsterdam, Holland, 2,750 lbs.; Aarhus, Norway, 11,000 lbs.; Beira, Africa, 18,816 lbs.; Buenaventura, Colombia, 1,350 lbs.; Barbados, W. I., 2,726 lbs.; Christiania, Norway, 137,358 lbs.; Copenhagen, Denmark, 392,217 lbs.; Cagliari, Sardinia, 14,275 lbs.; Callao, Peru, 7,500 lbs.; Colon, Panama, 18,335 lbs.; Catania, Sicily, 16,500 lbs.; Cayenne, French Guiana, 1,050 lbs.; Cartagena, Venezuela, 8,688 lbs.; Ciudad Bolivar, Venezuela, 53,609 lbs.; Dundee,

Scotland, 31,821 lbs.; Gibraltar, Spain, 2,800 lbs.; Genoa, Italy, 47,581 lbs.; Glasgow, Scotland, 218,382 lbs.; Guayaquil, Ecuador, 3,250 lbs.; Havana, Cuba, 79,094 lbs.; Hull, England, 530,285 lbs.; Hamilton, W. I., 1,211 lbs.; Kingston, W. I., 4,295 lbs.; Libau, Russia, 16,250 lbs.; London, England, 198,140 lbs.; Leith, Scotland, 275,802 lbs.; Liverpool, England, 747,038 lbs.; Matanzas, Cuba, 100,686 lbs.; Manila, P. I., 10,950 lbs.; Messina, Sicily, 2,205 lbs.; Malmö, Sweden, 30,701 lbs.; Nassau, W. I., 18,255 lbs.; Naples, Italy, 46,250 lbs.; Palermo, Sicily, 81,908 lbs.; Port au Prince, W. I., 55,144 lbs.; Port Limon, C. R., 9,025 lbs.; Puerto Plata, San Domingo, 31,249 lbs.; Riga, Russia, 11,837 lbs.; Rio Janeiro, Brazil, 3,518 lbs.; Rotterdam, Holland, 351,873 lbs.; Santiago, Cuba, 251,774 lbs.; Singapore, Straits Settlement, 39,844 lbs.; Southampton, England, 20,908 lbs.; St. Johns, N. F., 104,422 lbs.; Stettin, Germany, 44,450 lbs.; Trapani, Sicily, 4,400 lbs.; Trinidad, W. I., 35,565 lbs.; Tunis, Algeria, 8,900 lbs.; Valparaiso, Chile, 2,726 lbs.; Veile, Denmark, 31,700 lbs.; Vera Cruz, Mexico, 7,462 lbs.

LARD OIL.—Belfast, Ireland, 25 bbls.; Genoa, Italy, 50 bbls.; Glasgow, Scotland, 5 bbls.

PORK.—Antwerp, Belgium, 9 bbls.; Bremen, Germany, 205 bbls.; Barbados, W. I., 10 bbls.; Belize, Br. Honduras, 22 bbls.; Demerara, British Guiana, 143 bbls.; Glasgow, Scotland, 200 bbls.; Hamilton, W. I., 7 bbls.; Hull, England, 25 bbls.; Kingston, W. I., (Continued on next page.)

EXPORTS OF PROVISIONS

Exports of hog products for week ended May 15, 1909, with comparative tables:

	PORK, BARRELS.		
	Week May 15, 1909.	Week May 16, 1908.	From Nov. 1, 1908, to May 15, 1909.
United Kingdom...	388	395	21,802
Continent	409	637	9,751
So. & Cen. Am. ...	230	590	10,162
West Indies	387	632	35,993
Br. No. Am. Col. ...	805	10	12,106
Other countries ..	.....	.....	89
Totals	2,219	2,243	89,903

	MEATS, POUNDS.		
	Week May 15, 1909.	Week May 16, 1908.	From Nov. 1, 1908, to May 15, 1909.
United Kingdom...	4,347,001	8,254,960	246,455,286
Continent	454,475	607,885	21,703,940
So. & Cen. Am. ...	91,900	76,800	2,935,132
West Indies	53,625	60,875	5,317,364
Br. No. Am. Col. ...	10,600	.....	106,110
Other countries ..	.....	.....	50,800
Totals	4,957,601	9,090,250	276,508,632

	LARD, POUNDS.		
	Week May 15, 1909.	Week May 16, 1908.	From Nov. 1, 1908, to May 15, 1909.
United Kingdom...	4,539,516	5,346,790	164,383,616
Continent	4,482,917	2,325,646	157,734,082
So. & Cen. Am. ...	132,700	161,200	7,658,505
West Indies	607,973	570,600	19,375,524
Br. No. Am. Col. ...	6,100	4,775	335,900
Other countries ..	65,100	.....	621,500
Totals	9,830,306	8,409,211	350,109,127

RECAPITULATION OF WEEK'S EXPORTS.			
From—	Pork, Bbls.	Meats, Pounds.	Lard, Pounds.
New York	1,129	2,437,125	4,442,000
Boston	115	2,000,250	938,675
Philadelphia	890	318,551	1,372,558
New Orleans	85	25,200	800,100
St. John .....	.....	8,525	181,300
Mobile .....	.....	.....	82,173
Galveston .....	.....	.....	560,500
Portland, Me. ...	.....	26,250	.....
Baltimore .....	.....	.....	.....
Newport News ..	.....	.....	.....
Totals	2,219	4,957,601	9,980,306

COMPARATIVE SUMMARY.			
	From Nov. 1, 1908, to May 15, 1909.	From Nov. 1, 1907, to May 15, 1908.	Decrease.
Pork, pounds	17,950,800	19,801,400	1,850,600
Meats, pounds	276,508,632	331,872,461	55,363,829
Lard, pounds	350,109,127	399,407,822	49,298,695

*Cargo estimated by steamship company.

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TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—The market has been very quiet again this week with prices ruling unchanged. Some small transactions in city tallow were made on the basis of 5½c. The market for other grades was quiet. Dealers in good tallow report a firm market in the choicer qualities, and not a great deal of such quality available.

Ordinary tallow, however, is moving slowly and there is but little demand either for the export or home trade. The better tone to good qualities appears to be due to the natural influence of the approaching warm weather and the desire of consumers to get the better qualities for the particular trade which it is to fill. The volume of business, however, continues light and only occasional transactions are reported.

The London market was a little more active this week. The offerings were larger, amounting to about double the total offered last week, approximately 1,700 tcs., but prices were unchanged on the Wednesday sale, although the board quotations of tallow showed 1½d. advance over the previous day. The export interest in tallow is small. There was a moderate movement shown in the clearances to Marseilles of both tallow and grease, but this it was stated was on old orders and that there was very little new business under consideration.

The demand from pressers has been comparatively light, and there has been a disappointing demand for stearine. That market broke sharply during the week and offered but little inducement for buyers of tallow. There has been, however, a fair business in oil, with quite a good trade reported outside of Rotterdam. The Rotterdam market, however, has been slow, possibly due to the fact that the rather liberal purchases of oil and of butter grades of cottonseed oil, a short time ago, filled the demand.

The supply of tallow here is not very large and the offerings from the country are not heavy. The amount appears to be ample for the current requirements, and some well-posted dealers are inclined to think that any improvement in demand would reveal larger supplies than generally credited. Sellers are not disposed to offer any quantities because the demand is so slow that prices would be easily influenced by any increase in the volume of offerings.

Export orders are still a little out of line with occasional trade, however, for some special quality or special part. The total new business doing is unimportant, and prices here have not declined enough to make a liberal export movement likely. The production of tallow is not large and the disappointing yields of tallow, owing to the lighter weights of cattle, tend to prevent any accumulation.

Quotations are: City, 5½c.; spot country,

5½@6¼c.; steam and kettle, 6¼@6½c.; edible, 7¼@7½c.

The weekly contracts were on the basis of 5½c.

OLEO STEARINE.—The market has developed pronounced weakness in stearine with quite large sales of Western at 12c. and smaller sales of city at the same price. The break appeared to be due to an effort of a Western producer to realize on a large lot of stearine, and this was followed by a local producer. The market was not in position to take any large offerings and broke ¼c. a pound in consequence.

The demand has been unsatisfactory from compound makers, which is unexpected in view of the recent strength in lard and the improvement in price for compound lard. The volume of business, however, in compound lard has not been as satisfactory as was expected in view of the advance in Western lard. Prices gained about ¼c. a pound on the compound, but the advance appeared to check the business.

There has been a fair demand for oleo oil and the production of this to meet the requirements may have resulted in a larger output of stearine than the present compound market was in a position to absorb at the prices which prevailed earlier in the month. Compound interests are rather disposed to look for a good business in compound in view of the premium of pure lard, which would be reflected in the demand for stearine.

OLEO OIL.—The Rotterdam trade has been light recently but demand from other points has been fair and quite a good business has been effected. Local prices show some pressure. Rotterdam reported oleo oil 78 florins. New York quotes at 13¼c. for choice, 9½c. for No. 2, and 8¾c. for No. 3.

LARD STEARINE.—Prices have improved with the lard market, but demand is quiet. Quoted at 12¼c.

COTTONSEED STEARINE.—The market is dull but held about steady. Quoted at 7c. per lb.

GREASE.—The volume of demand has been moderate with prices showing a little irregularity. Soapmakers are buying sparingly. Quotations in New York: Yellow, 4½@5¼c.; brown, 4@4½c.; bone, 5¼@5½c.; house, 5½@5¾c.; "B" and "A" white, 5¾@6¼c.

GREASE STEARINE.—The market is firmer but dull. Offerings have been light. Quotations: Yellow, 5½c., and white at 6¼c.

COCOANUT OIL.—The market shows a steady tone with other oils. Good qualities are firmly held and advices from primary markets showed well-maintained prices. Quotations in New York City for Ceylon, spot, 6½c.; do., shipments, 6¾@6¾c.; Cochín, spot, 7@7½c.; do., shipments, 7c.

PALM OIL.—The market is quiet and a lit-

tle easier with demand slow. Prices in New York are, for prime red, spot, 5½@5½c.; do., to arrive, 5½@5½c.; Lagos, spot, 5¼@5¼c.; do., to arrive, 5¼c. Palm kernels, spot, 6¾c.; do., shipments, 6¾@6¾c.

CORN OIL.—The market is firmly held with light offerings on the basis of \$5@5.10.

NEATSFOOT OIL.—Prices are firm but demand is slow. Offerings are light. For 20 cold test, 86@88c.; 30 do., 78@80c.; 40 do., water white, 70@71c.; prime, 55c.; low grade or off yellow, 50c.

LARD OIL.—The market is quiet but firm with lard. Prime quoted at 84@86c.

EXPORTS OF HOG PRODUCTS.

(Concluded from previous page.)

273 bbls.; London, England, 7 bbls.; Liverpool, England, 50 bbls.; Nassau, W. I., 70 bbls.; Puerto Plata, San Domingo, 8 bbls.; Port au Prince, W. I., 67 bbls.; Port Limon, C. R., 35 bbls.; St. Johns, N. F., 459 bbls., 10 tcs.; Trinidad, W. I., 115 bbls.

SAUSAGE.—Antwerp, Belgium, 136 bxs.; Genoa, Italy, 35 bxs.; Havre, France, 286 bxs.; Matanzas, Cuba, 20 bxs.; Santiago, Cuba, 75 pa.; Trinidad, W. I., 9 pa.; Tunis, Algeria, 20 pa.

EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, May 19, 1909, were as follows:

BEEF.—Antwerp, Belgium, 211 bbls.; Bergen, Norway, 50 bbls.; Belize, Br. Honduras, 25 bbls.; Barbados, W. I., 10 bbls.; Barcelona, Spain, 50 tcs.; Bremen, Germany, 175 bbls.; Christiania, Norway, 3 bbls.; Colon, Panama, 40 bbls., 32,910 lbs.; Cayenne, French Guiana, 19 bbls.; Copenhagen, Denmark, 64 bbls.; Demerara, British Guiana, 35 bbls., 10 tcs.; Genoa, Italy, 25 bbls.; Glasgow, Scotland, 85 tcs.; Hamilton, W. I., 8 bbls.; Hamburg, Germany, 265 bbls.; Havre, France, 50 bbls.; Kingston, W. I., 81 bbls., 19 tcs.; London, England, 217,437 lbs., 29 bbls.; 25 tcs.; Liverpool, England, 470,316 lbs., 250 tcs.; Mauritius, W. I., 45 tcs.; Nassau, W. I., 20 bbls.; Newcastle, England, 25 bbls.; Port au Prince, W. I., 24 bbls.; Rotterdam, Holland, 100 bbls.; Southampton, England, 1,108,230 lbs.; St. Johns, N. F., 1,111 bbls.; Trinidad, W. I., 58 bbls., 21 tcs.

OLEO OIL.—Constantinople, Turkey, 50 tcs.; Copenhagen, Denmark, 1,280 tcs.; Christiania, Norway, 365 tcs.; Gothenberg, Sweden, 140 tcs.; Glasgow, Scotland, 75 tcs.; Hamburg, Germany, 911 tcs.; London, England, 325 tcs.; Rotterdam, Holland, 780 tcs.; Stavanger, Norway, 105 tcs.; St. Johns, N. F., 50 tcs.

WELCH, HOLME & CLARK CO.

PEANUT OIL

SUPERIOR QUALITY

Samples and Prices furnished on application

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New York

OLEOMARGARINE.—Barbados, W. I., 8,000 lbs.; Colon, Panama, 12,780 lbs.; Hamilton, W. I., 1,180 lbs.; Kingston, W. I., 10,900 lbs.; Port au Prince, W. I., 1,000 lbs.; Port Limon, C. R., 2,996 lbs.; St. Thomas, W. I., 3,125 lbs.; Santiago, Cuba, 2,880 lbs.; Trinidad, W. I., 7,400 lbs.

TALLOW.—Antwerp, Belgium, 23,620 lbs.; Havana, Cuba, 12,602 lbs.; Leghorn, Italy, 42,829 lbs.; Liverpool, England, 3,801 lbs.; Port Limon, C. R., 1,168 lbs.

TALLOW OIL.—Constantinople, Turkey, 150 tons.

TALLOW SCRAP.—London, England, 102,929 lbs.

TONGUE.—Bremen, Germany, 50 kgs.; Genoa, Italy, 10 bbls.; Kingston, W. I., 9 pa., 7 bbls.; Liverpool, England, 30 pa., 50 bbls.

CANNED MEATS.—Algoa Bay, Africa, 855 pa.; Antwerp, Belgium, 387 pgs.; Beira, Africa, 1,194 cs.; Buenos Aires, A. R., 75 cs.; Colon, Panama, 76 cs.; Cayenne, French Guiana, 100 cs.; Ciudad Bolivar, Venezuela, 160 cs.; Gibraltar, Spain, 20 cs.; Glasgow, Scotland, 200 cs.; Havana, Cuba, 11 cs.; Hull, England, 126 pa.; Hamilton, W. I., 8 cs.; Kingston, W. I., 84 cs.; London, England, 550 pgs.; Liverpool, England, 547 cs., 410 pa.; Manila, P. I., 227 cs.; Nassau, W. I., 213 cs.; Naples, Italy, 150 cs.; Port Huron, C. R., 65 cs.; Southampton, England, 300 cs.; Stavanger, Norway, 50 pgs.; Tampico, Mexico, 110 pa.; Trinidad, W. I., 46 cs.

COLOR AND HEAT IN GLUE-MAKING.

Experience has shown that pale glues are of a superior quality to the clear reddish brown-colored glues, for the reason that they are usually prepared from superior raw material. Pale glues of inferior quality are procured only at the expense of the adhesive qualities of the glue. Heating glue too strongly undoubtedly produces deterioration. Heating strongly for a short period is the same as heating at a lower temperature for a longer period, namely, the further hydrolysis of the gelatine into gelatose and gelatone. One hundred to 130 deg. Fahr. is quite hot enough for ordinary use. The gelatose and gelatone which are formed by continued heating, or heating too strongly, possess practically no adhesive properties and cause the glue to foam badly.

SOUTHERN MARKETS

Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., May 20.—Prime crude oil, 35 @ 35½c. Meal, \$28. Atlanta stocks about exhausted. Hulls \$6.25, Atlanta, loose.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., May 20.—Cottonseed oil market quiet; prime crude, 36 @ 36½c. Prime cottonseed meal nominally \$28. Hulls, \$6.25 @ 6.50, loose.

CABLE MARKETS

Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, May 20.—Market stronger but demand quiet. Quoted: White oil, 35½ florins; pure summer yellow, 34 florins; off oil, 33 florins.

Louisville Cotton Oil Co.



LOUISVILLE BUTTER OIL
PROGRESS BUTTER OIL
PROGRESS COOKING OIL
DEAL CHOICE WHITE COOKING OIL
ROYAL PRIME SUMMER YELLOW
ACIDITY SUMMER WHITE SOAP OIL

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IN UNITED STATES

WRITE FOR FULL INFORMATION

Antwerp.

(By Cable to The National Provisioner.)

Antwerp, May 20.—Cotton oil market firmer at 69¼ francs for off oil.

Marseilles.

(By Cable to The National Provisioner.)

Marseilles, May 20.—Market firmer but dull. Quote pure summer yellow, 72¼ francs.

Hamburg.

(By Cable to The National Provisioner.)

Hamburg, May 20.—Market firm with prices held high. Quoted: Off oil, 56½ marks; pure summer yellow, 58¼ marks.

Liverpool.

(By Cable to The National Provisioner.)

Liverpool, May 20.—Market quiet and steady. Quoted: Pure summer yellow, 28¼s.; off summer yellow, 27s.; white and butter oil, 30½s.

COTTONSEED OIL SITUATION.

(Special Letter to The National Provisioner from Aspegren & Co.)

New York, May 20, 1909.

The interest this week has centered on Memphis, where the annual convention met on Tuesday. The trade had been looking forward with quite some curiosity to see what was going to happen when the cotton oil people came together there. Last year on the same occasion our market was flooded with buying orders as soon as the convention came together, which, as will be remembered, rapidly pushed prices upward and proved to be the culmination of the bull movement at that time. This year things, however, turned out differently. On the whole, comparatively few orders have come from Memphis, and most of them seem

to have been to sell. This refers chiefly to July, which continues the weak spot.

On the 18th, July had closed rather strong at \$5.98 bid and \$6 asked, but under the influence of selling orders on the 19th the market broke sharply down to \$5.88. Spot and May oil at the same time sold down to \$5.82 @ \$5.85. Later months were less affected by the decline; in fact, September-October were comparatively firmly supported on account of frequent switching trades from July to these later months. As a result the difference between July and September has widened to 24 points as against 18 points last week, and September and October are virtually at the same price. November has firmed up somewhat and is selling to-day at \$5.75 as against \$5.68 last week.

Prompt crude has been in rather good demand at from \$4.67 @ 4.75 according to shipping point.

Europe is practically out of the market altogether at present and we hear of no orders whatever coming from there.

We quote to-day as follows: Prime summer yellow cottonseed oil: spot, \$5.85; May, \$5.85; June, \$5.85; July, \$5.90; August, \$6.06; September, \$6.14; October, \$6.13; November, \$5.75; December, \$5.61.

We further quote: Prime winter yellow cottonseed oil, \$6.25; prime summer white cottonseed oil, \$6.15; good off summer yellow cottonseed oil, \$5.85; off summer yellow cottonseed oil, \$5.85. Hull quotation of English cottonseed oil, 24s. 3d.

OCEAN FREIGHTS.

	Liverpool.	Glasgow.	Hamburg.
	Per Ton.	Per Ton.	Per 100 lbs.
Beef, per tierce	3/	3/	15 @ 24c.
Oil cake	7/6	7/	10 @ 11c.
Bacon	15/	15/	15 @ 24c.
Lard, tierce	15/	15/	15 @ 24c.
Cheese	20/	25/	15 @ 48c.
Canned meats	15/	15/	15 @ 24c.
Butter	25/	30/	15 @ 48c.
Tallow	15/	15/	15 @ 22c.
Pork, per barrel	2/3	2/3	15 @ 24c.

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COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Oil Mill Superintendents' Association of the United States, the Texas Cottonseed Crushers' Association, the South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Louisiana Cottonseed Crushers' Association

Prices Improve—Trade Active—Some Foreign Buying of Fall Months—Speculation Stimulated by Strength of Lard—And Further Advance in Cotton on Unfavorable Crop Reports—Export Demand Slow—Crude Oil Firm.

There was a strong, active market in cottonseed oil this week with prices advancing about $\frac{1}{4}$ c. a pound from quotations of a short time ago. The advance was accompanied by a broadened speculative trade which extended through the fall months, with some business doing in December oil.

The advance was stimulated by the strength in lard, while there was some speculative buying on the talk of damage to the cotton crop, owing to the continued drouth in Texas and the wet weather in the Central West. The Texas region, however, has been pretty well relieved. There have been rains in the past two weeks in the southern half of the State and there have been rains in a number of sections in the northern half. The situation there has been improved with the rains, while there has been well maintained or improved conditions in the east Gulf and Atlantic division.

An interesting trade developed on Tuesday in the buying of a round lot of the new crop deliveries by a foreign house, which was thought to be the awakening of a speculative trade for foreign account in the new crop. The new crop deliveries have been ruling within a fraction of the same price as the near positions. There has been considerable

speculation in these deliveries, but the situation is rather a peculiar one.

The maintenance of the new crop options at a parity with the nearby positions seems to depend on a number of things, important among which is the maintenance of the high prices for lard and the high prices for hogs and also the absence of a big crop of cotton this year. The immense output of oil during the past year has been taken care of sufficiently well, so that there appears to be no greater supply than needed until new oil comes on the market. The supply of crude oil remaining at the South, according to all accounts, is well cleaned up, and there is not a great deal left to come out. The argument is that if the output of the immense seed crop of the past season can be absorbed and distributed with prices holding around $5\frac{1}{4}$ @6c. a pound during the greater part of the season, there is no likelihood of much lower prices for the new crop, unless there is a great cotton crop and a heavy break in the lard and hog market.

Following the rapid advance in futures which culminated on Tuesday there was a heavy selling movement on Wednesday and a quick reaction in values with evidences of quite general speculative liquidation. The selling movement was still further encouraged by a sharp reaction in the lard market.

The recent advance in futures has apparently been more rapid than the improvement in oils not of a speculative grade. The demand for spot oil has been rather small. There has not been much export interest, particularly in good grades, since the buying for the north of Europe ports about three weeks

ago, and there has been only a limited interest in the lower qualities. The domestic demand has also been small during the past few days. Last week there was considerable business reported by the West as having been taken by the packing interests, but the advance this week seemed to shut out the buying.

The interest in compound lard has been comparatively quiet with the volume of business disappointing in view of the premium of pure lard. The situation at present appears to be of a highly speculative character and the speculative demand has seemingly been of more account recently than the actual demand for spot oil either for nearby or forward delivery, domestic or export. Naturally any pause in the speculative interest was followed by a quick recession in future values, but the trade seems to look upon the situation as a fairly sound one for some time.

The high prices prevailing for other oils and fats is against any important recession in values, while the prospects for the growing cotton crop are factors which enter into the situation in a decidedly important way. There is, however, a flat demand at present for tallow and greases. Soapmakers appear to be doing very little in oil at present and the export demand is slow. The compound demand is not very satisfactory. These conditions may be sufficient to check the bull speculation in the market even if not of enough importance to cause any important recession.

The new crop situation is not clear yet, but is improving rather than retrograding. The weather conditions have been quite satisfactory during the week throughout the en-

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Atlanta, 1895.
Paris, 1900. Buffalo, 1901.
Charleston, S. C., 1902.
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tire belt excepting for rather heavy rains in the region of northern Louisiana and northern Mississippi and part of the Memphis district. The area relieved by rains in Texas has been steadily enlarging. The situation there has been improved just to that extent. It may be some time, however, before it will be clear whether the Texas rains have been deferred so long that a full crop cannot be matured upon the area planted in that State.

Saturday, May 15, closing: Spot, \$5.76@5.85; May, \$5.79@5.85; June, \$5.80@5.85; July, \$5.90@5.98; August, \$6.03@6.10; September, \$6.11@6.12; October, \$6.06@6.10; November, \$5.66@5.71; December, \$5.45@5.65. Good off yellow, \$5.45@5.65; off yellow, \$5.70@5.80; winter yellow, \$5.90@6.30; summer white, \$5.90@6.10. Sales: July, 2,300 at \$5.95@5.97; September, 1,100 at \$6.11@6.12. Total sales, 3,400. Market closed steady, 2c. decline to 4c. advance. Prime crude, \$4.67@4.73.

Monday, May 17, closing: Spot, \$5.81@5.88; May, \$5.82@5.87; June, \$5.84@5.88; July, 5.97@5.98; August, \$6.00@6.10; September, \$6.16@6.17; October, \$6.11@6.12; November, \$5.71@5.75; December, \$5.50@5.70. Good off yellow, \$5.50@5.70; off yellow, \$5.83@5.87; winter yellow, \$6.06@6.50; summer white, \$6.05@6.20. Sales: June, 200 at \$5.85@5.86; July, 900 at \$5.98; September, 2,500 at \$6.12@6.16; October, 900 at \$6.08@6.13; November, 200 at \$5.70@5.73. Total sales, 4,700. Market closed steady, unchanged to 5c. advance. Prime crude, \$4.67@4.73.

Tuesday, May 18, closing: Spot, \$5.85@5.94; May, \$5.88@5.92; June, \$5.89@5.95; July, \$5.98@6.00; August, \$6.05@6.15; September, \$6.17@6.18; October, \$6.14@6.15; November, \$5.78@5.79; December, \$5.55@5.62. Good off yellow, \$5.84@5.88; off yellow, \$5.87@5.90; winter yellow, \$6.10@6.40; summer white, \$6.12@6.40. Sales: Spot, 100 at \$5.90; May, 900 at \$5.87@5.90; June, 400 at \$5.88@5.89; July, 900 at \$5.98@5.99; September, 2,200 at \$6.16@6.19; October, 1,600 at \$6.13@6.15; November, 1,400 at \$5.75@5.79; December, 700 at \$5.65. Total sales, 8,200. Market closed steady, 1c. to 7c. advance. Prime crude, \$4.80.

Wednesday, May 19, closing: Spot, \$5.83@5.85; May, \$5.82@5.85; June, \$5.80@5.87; July, \$5.87@5.89; August, \$5.97@6.08; September, \$6.09@6.10; October, \$6.09@6.11; November, \$5.70@5.73; December, \$5.59@5.62. Good off yellow, \$5.75@5.83; off yellow, \$5.80@5.85; winter yellow, \$6.05@6.40; summer

white, \$6.05@6.40. Sales: May, 1,000 at \$5.82@5.83; June, 300 at \$5.83; July, 1,600 at \$5.87@5.96; September, 3,600 at \$6.10@6.15; October, 1,000 at \$6.10@6.12; November, 800 at \$5.72@5.75; December, 1,100 at \$5.60@5.61. Total sales, 9,400. Market closed easy, 4c. advance to 11c. decline. Prime crude, \$4.80.

Thursday, May 20, closing: Spot, \$5.82@5.87; May, \$5.83@5.86; June, \$5.82@5.87; July, \$5.89@5.91; August, \$6.04@6.09; September, \$6.13@6.14; October, \$6.12@6.14; November, \$5.74@5.76; December, \$5.59@5.61. Good off yellow, \$5.79@5.83; off yellow, \$5.83@5.85; winter yellow, \$6.05@6.40; summer white, \$6.05@6.25. Sales: August, 1,000 at \$5.89@5.92; September, 600 at \$6.12@6.14; October, 1,400 at \$6.14@6.16; November, 1,000 at \$5.73@5.74; December, 1,300 at \$5.59@5.61. Off oil 300 lbs. at \$5.85. Market closed steady, unchanged to 5c. advance. Prime crude, \$4.75@4.80.

OIL MILL SUPERINTENDENTS' PROGRAMME.

The programme of papers to be read at the oil mill superintendents' meeting at New Orleans on June 2, 3 and 4, has been issued and would seem to indicate that the meeting will be of intense interest and import. A wide latitude of subjects pertaining to the cotton oil mill are to be dealt with, as is indicated by the following programme:

"The Object of Our Annual Convention"—Mrs. B. C. Newberry.

"Why Every Oil Mill Should Send Their Superintendent to the Convention"—H. J. J. Thiessen.

"Progress Our Association Has Made"—F. E. Voorhees.

"Best Method of Cooking Meal to Get the Best Extraction and Saving in Press Cloth"—A. W. French.

"Benefits To Be Derived from Using Belt Dressing"—W. L. Waterhouse.

"Why We Cook Cottonseed Meal"—Edward Lehman Johnson.

"The Superintendent, His Duties in Mill Operation"—F. P. Norris.

"Managing Men"—R. F. Hetherington.

"What Is the Happy Medium in Oil Mill Work?"—W. H. Emerson.

"How to Cook Cottonseed Meal to Obtain Best Results and Saving of Press Cloth"—T. J. McNulty.

"Separation"—D. P. Baker.

"What Is a Nice Combination in Connection with Oil Milling"—O. E. Morris.

"What Is Refining Loss? How May We Avoid It?"—J. W. Russell.

"What it Means To Be a First Class Superintendent"—W. Leonard.

"Minimizing Accidental Injuries to Employees"—M. W. Faherty.

FIRE AT CONVENTION.

By a coincidence the plant of the Memphis Cottonseed Oil Company was destroyed by fire on Thursday while the Interstate Cottonseed Crushers' Association was in session at that city. The plant is one of the largest in the South and the loss is nearly \$200,000, including machinery and stock.

Keep a file of your copies of The National Provisioner. Then when you want to look up some technical subject or refer to market reports or statistics you will have the information at hand, and will not have to inquire for it. Send for a National Provisioner binder; cloth, stamped in gold, \$1.25.

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COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported up to May 19, 1909, and for the period since Sept. 1, 1908, and for the same period of 1907-8 were as follows:

From New York.							
Port.	For Week.	Since Sept. 1, 1908.	Same Period 1907-8.	Port.	For Week.	Since Sept. 1, 1908.	Same Period 1907-8.
Aalesund, Norway	—	50	25	Grenada, West Indies	—	11	51
Aberdeen, Scotland	—	125	180	Guadeloupe, West Indies	—	1,900	3,469
Acajutla, Salvador	—	62	21	Guantanamo, Cuba	—	127	20
Acapulco, Mexico	—	16	—	Halifax, Nova Scotia	—	24	—
Adelaide, Australia	4	—	—	Hamburg, Germany	10,927	9,159	—
Alexandria, Egypt	—	2,570	8,652	Hango, Russia	—	20	—
Algiers, Algeria	—	5,901	6,982	Havana, Cuba	—	1,554	817
Algoa Bay, Cape Colony	210	442	55	Havre, France	200	11,232	26,502
Amnapola, Honduras	—	32	—	Helsingfors, Finland	—	20	46
Amsterdam, Holland	—	50	—	Hull, England	—	395	150
Ancona, Italy	380	4,095	—	Inagua, West Indies	—	7	18
Antigua, West Indies	—	51	36	Jamaica, West Indies	—	—	10
Antofagasta, Chile	—	—	143	Kalmar, Sweden	—	—	55
Antwerp, Belgium	10	2,435	5,558	Kavala, Turkey	—	200	—
Asuncion, Venezuela	—	16	7	Kingston, West Indies	91	2,559	6,269
Auckland, New Zealand	—	138	366	Kobe, Japan	—	25	—
Azua, West Indies	—	102	—	Konigsberg, Germany	—	50	100
Bahia, Brazil	—	—	93	Kustendji, Roumania	50	6,349	935
Barbadoes, West Indies	—	811	1,111	Lagos, Portugal	—	—	10
Barl, Italy	25	200	—	La Guana, Venezuela	—	226	332
Beira, E. Africa	—	22	—	La Libertad, Salvador	—	5	—
Belant, Syria	—	351	163	Leghorn, Italy	—	16,280	1,673
Belfast, Ireland	—	95	125	Leith, Scotland	—	—	125
Belize, Br. Honduras	—	124	—	Liverpool, England	—	5,636	6,708
Bergen, Norway	50	625	740	London, England	270	7,365	9,098
Biscogile, Italy	—	75	—	Macoris, San Domingo	—	405	639
Bissac, Portuguese Guiana	—	5	5	Madras, India	—	—	5
Bone, Algeria	—	—	1,050	Malmö, Sweden	—	155	360
Bordeaux, France	—	2,656	4,381	Malta, Island of	275	2,558	2,336
Braila, Roumania	100	956	75	Manchester, England	—	1,420	1,688
Bremen, Germany	—	405	1,024	Manzanillo, Cuba	—	68	29
Bremerhaven, Germany	—	—	50	Maracaibo, Venezuela	—	215	22
Bridgetown, West Indies	—	90	—	Maraham, Brazil	—	—	6
Brisbane, Australia	—	10	—	Marcellas, France	—	36,611	133,534
Bristol, England	—	75	135	Martinique, West Indies	—	3,083	1,831
Buenos Ayres, Argentine Rep.	400	8,511	5,627	Massawa, Eritrea	—	56	151
Bukarest, Roumania	—	125	80	Matanzas, West Indies	—	70	5
Calbarien, Cuba	—	—	8	Mauritius, Island of	—	24	—
Calco, Egypt	—	437	6	Melbourne, Australia	—	244	527
Callao, Peru	—	13	84	Messina, Sicily	—	30	47
Calcutta, India	—	236	4	Mellendo, Peru	—	—	8
Campecho, Mexico	—	—	34	Monrovia, Liberia	—	14	—
Cape Town, Cape Colony	—	1,072	1,759	Monte Cristi, San Dom.	—	206	—
Cardenas, Cuba	—	6	11	Montego Bay, West Indies	—	—	6
Cardiff, Wales	—	35	—	Montevideo, Uruguay	321	5,076	3,154
Cartagena, Colombia	—	7	—	Nantes, France	—	—	100
Carapanao, Venezuela	—	26	—	Naples, Italy	670	7,208	560
Cayenne, French Guiana	—	348	421	Newcastle, England	—	25	250
Celba, Honduras	—	—	113	Nuevitas, Cuba	—	72	25
Christiana, Norway	100	1,302	2,835	Palermo, Sicily	35	1,001	2,069
Christiansand, Norway	—	105	175	Panama, Panama	—	56	105
Cienfuegos, Cuba	—	395	91	Panderna, Asia	—	118	—
Ciudad Bolivar, Venezuela	15	124	209	Para, Brazil	—	64	77
Colon, Panama	24	972	875	Paramaribo, Dutch Guiana	—	—	40
Conakry, Africa	—	—	5	Paranagua, Brazil	—	28	—
Constantinople, Turkey	1,065	28,645	6,859	Patras, Greece	—	200	—
Copenhagen, Denmark	—	1,709	951	Permanbuc, Brazil	—	953	—
Corinto, Nicaragua	—	90	91	Philippeville, Algeria	—	150	265
Cork, Ireland	—	—	260	Piraeus, Greece	—	100	20
Cristobal, Panama	—	—	118	Pointe a Pitre, West Indies	—	249	—
Curacao, Leeward Islands	—	14	24	Port Antonio, Jamaica	5	62	83
Dakar, W. Africa	—	—	20	Port au Prince, West Indies	—	149	67
Dantzig, Germany	—	300	1,275	Port Barrios, C. A.	—	72	4
Delegatch, Turkey	75	1,798	75	Port Cabello, Venezuela	—	124	28
Delgoa Bay, East Africa	—	163	119	Port de Paix, Haiti	—	—	6
Demerara, British Guiana	100	1,999	1,760	Port Elizabeth, Cape Colony	—	55	—
Drontheim, Norway	—	275	125	Port Limon, Costa Rica	5	288	216
Dublin, Ireland	317	2,534	800	Port Natal, Cape Colony	—	66	863
Dundee, Scotland	—	25	100	Port of Spain, W. I.	—	20	—
Dunedin, New Zealand	—	14	—				
Dunkirk, France	—	190	1,810				
East London, Cape Colony	—	184	—				
Fiume, Austria	—	225	50				
Fort de France, West Indies	—	—	321				
Frederickshald, Norway	—	—	55				
Fremantle, Austria	—	—	23				
Galatz, Roumania	—	6,381	3,061				
Genoa, Italy	2,008	43,915	11,410				
Georgetown, British Guiana	—	10	252				
Gibara, Cuba	—	7	20				
Gibraltar, Spain	—	385	250				
Glasgow, Scotland	50	3,335	12,523				
Gothenberg, Sweden	—	600	299				

From New Orleans.

Antwerp, Belgium	—	9,031	7,141
Belfast, Ireland	—	905	3,875
Bordeaux, France	—	245	—
Bremen, Germany	—	6,260	1,990
Christiana, Norway	1,835	5,122	—
Colon, Panama	—	219	5
Copenhagen, Denmark	—	4,760	9,350
Dublin, Ireland	—	65	280
Genoa, Italy	—	800	3,735
Glasgow, Scotland	—	2,879	1,630
Gothenberg, Sweden	—	417	—
Hamburg, Germany	—	40,911	29,528
Havre, France	—	2,205	3,363
Harre, France	—	5,000	3,637
Liverpool, England	—	18,427	18,573
London, England	—	15,528	12,530
Manchester, England	—	4,690	1,530

SCIENTIFIC

OIL MILL MACHINERY

SEND FOR CATALOGUE

THE FOOS MFG. CO.

ESTABLISHED 1878

SPRINGFIELD, OHIO, U.S.A.

Marseilles, France	24,166	18,360
Naples, Italy	500	—
Newcastle, England	—	200
Odesa, Russia	50	—
Rotterdam, Holland	81,529	77,830
Santiago, Cuba	50	—
Stavanger, Norway	296	—
Tampico, Mexico	—	813
Trieste, Austria	6,570	450
Tripoli, Africa	—	1,733
Venice, Italy	—	100
Vera Cruz, Mexico	100	789
Total	1,935	230,069

From Galveston.

Antwerp, Belgium	1,015	750
Bremen, Germany	494	—
Christiania, Norway	50	—
Genoa, Italy	1,254	—
Glasgow, Scotland	26	600
Hamburg, Germany	3,784	1,000
Liverpool, England	76	—
London, England	—	1,020
Marseilles, France	—	1,100
Rotterdam, Holland	21,499	15,786
Tampico, Mexico	69	—
Vera Cruz, Mexico	5,993	6,627
Total	33,191	26,943

From Baltimore.

Antwerp, Belgium	200	800
Bremen, Germany	30	300
Bremerhaven, Germany	—	100
Copenhagen, Denmark	—	100
Dublin, Ireland	400	700
Glasgow, Scotland	—	275
Hamburg, Germany	—	985
Havre, France	—	335
Liverpool, England	—	1,730
Rotterdam, Holland	400	3,630
Total	430	2,670

From Philadelphia.

Christiania, Norway	52	—
Copenhagen, Denmark	208	300
Hamburg, Germany	104	730
Liverpool, England	—	51
Rotterdam, Holland	604	—
Total	968	1,081

From Savannah.

Aalesund, Norway	—	27
Algiers, Algeria	—	314
Antwerp, Belgium	—	102
Bergen, Norway	—	268
Bremen, Germany	—	620
Christiania, Norway	—	705
Christiansand, Norway	—	104
Copenhagen, Denmark	—	266
Drontheim, Norway	—	106
Genoa, Italy	—	6,527
Gothenberg, Sweden	—	205
Hamburg, Germany	—	3,989
Havre, France	—	6,022
Kalmar, Sweden	—	59
Leghorn, Italy	—	1,480
Liverpool, England	—	525
London, England	—	52
Malmö, Sweden	—	323
Malta, Island of	—	229
Manchester, England	—	24
Marseilles, France	—	1,949
Naples, Italy	—	1,458
Oran, Algeria	—	126
Rotterdam, Holland	—	26,634
Stavanger, Norway	—	267
Stettin, Germany	—	461
Stockholm, Sweden	—	107
Tonsberg, Norway	—	163
Trieste, Austria	—	281
Venice, Italy	—	1,328
Total	52,773	56,392

From Newport News.

Glasgow, Scotland	1,750	—
Hamburg, Germany	—	250
Liverpool, England	—	6,300
London, England	—	1,000
Rotterdam, Holland	—	1,650
Total	10,950	262

From Norfolk.

Glasgow, Scotland	1,275	—
Hamburg, Germany	—	575
Liverpool, England	—	875
London, England	—	400
Rotterdam, Holland	—	2,825
Total	5,950	—

All Other Ports.

Canada	17,773	15,051
Liverpool, England	—	30
Mexico (including overland) ..	571	91,021
Rotterdam, Holland	—	2,825
Total	571	111,639

Recapitulation.

New York	9,437	385,296
From New Orleans	1,935	230,069
From Galveston	—	33,191
From Baltimore	430	2,670
From Philadelphia	—	968
From Savannah	—	52,773
From Newport News	—	10,950
From Norfolk	—	5,950
From all other ports	571	111,639
Total	12,376	833,536

COMPETITOR FOR COTTONSEED CAKE.

An importer of cottonseed products in Aarhus, Denmark, furnishes information to the Bureau of Manufactures at Washington in regard to market conditions in Denmark for the sale of those products, in which he says:

Speculation and, perhaps, a short crop have raised the prices for cottonseed cakes to a level unexpected some months ago, the consumption in Denmark having been smaller than usual. Millers in the United States evidently now expect to commence the new season with the same prices as those quoted for summer shipments. It should be remembered, however, that Danish farmers never change their combination of food in the middle of a season, but with the beginning of a new one make a fresh start on the basis of what can be bought cheapest at that time, and what they decide upon they will probably continue to use for the following twelve months. It is not at all certain that the article asked for one season will be the favorite in the next. For instance, we used to buy enormous quantities of American corn, but this season we have taken next to nothing, the prices in the United States being too high, and sufficient corn being offered from Argentina and the Danube at cheaper prices.

Up to the present time sunflower cakes have been the strongest competitor of cottonseed cakes, but they have not been offered in larger quantities than our market has been able to absorb. A new competitor is now appearing in the market in enormous quantities, and it looks to be a most dangerous one.

English oil mills have for several months been offering soya cakes, made of soya beans. The English mills have a prime quality which is almost white, and a lower grade a little darker than the middle. The price for the middle quality is about 127 shillings (\$30.76) c. i. f. Denmark, shipment during the summer months. The cake contains about 6 per cent. oil and about 40 per cent. albuminoids, and this article is offered in large quantities.

Although importation began but recently, nearly 200,000 tons are said to have been shipped already. The beans are shipped from Dalny and Vladivostok, and, having found a market in Europe, it is said that the Japanese will extend their cultivation in Manchuria. The beans are said to contain but little oil, and the sale of the cake must cover most of the cost. Danish oil mills are already out for buying these beans, and some cargoes of cake from England have been bought. A cargo has been worked at 128 shillings (\$31), 48 per cent. protein and fat guaranteed. Of this cake only, about 5 per cent. is oil, which is an advantage, as consumers prefer the higher proportion of protein.

PEANUT OIL AND CAKE IN AUSTRIA.

Consul George M. Hotschick, of Trieste, responds to requests from Louisiana by presenting the following report on the utilization of the peanut in Austria:

In the Empire of Austria there are only three factories which work up shelled and unshelled peanuts—two in Trieste and one at Aussig, Bohemia. Unshelled peanuts are imported from the west coast of Africa, and shelled from the Coromandel coast, Bombay, Spain and the United States. The shelled peanuts suffer during transportation and storage, becoming a prey to insects, and are very often rancid and moldy. The poorer quality of oil extracted is used in the manufacture of soap.

Lately small lots of American shelled peanuts, from Tennessee and Georgia, have been sold in the Austrian market. The oil yield of the shelled nuts from Tennessee is 41 per cent., and that from Georgia 29 to 30 per cent. The result from shelled peanuts from Bombay or from the Coromandel coast is 40 to 41 per cent., while the Rufisque nuts yield 3 to 4 per cent. higher. Unshelled Spanish peanuts yield only about 24 per cent. The

factory at Aussig, Bohemia, extracts oil from only shelled peanuts, which is used in the manufacture of soap by the Schicht Werke.

To extract good oil it is necessary to remove the shell, the red bitter skin of the seed, and the very bitter germ. Machines in use in Trieste perform this work perfectly. The oil from low-grade peanuts has until recently been used in the manufacture of soap, but this inferior quality has been so improved through refining that it can be mixed with the best oil. Special machines in Trieste factories remove the shell, skin and germ and refine the lower-grade oil.

The market prices at Trieste of the three best qualities of peanut oil during the month of February per 100 kilos (220.46 pounds) were: Edible oil, extra fine, 92 crowns (\$18.68); fine, 94 crowns (\$17.01); technical oil, 62 crowns (\$12.59).

Carefully shelled and pressed Rufisque peanuts yield cakes of great purity of about 60 per cent. protein, plus fat. The shelled Coromandel and Bombay peanuts yield an inferior quality of cake, containing less protein and fat, yet much in demand as fodder. The market price at Trieste of the best brands of peanut cake, including the product gained from the Rufisque peanut, during the month of February was 17½ crowns per 100 kilos (\$3.35 per 220.46 pounds). Peanut cake manufactured from the Coromandel product was sold at 15 crowns (\$3.05) per 100 kilos.

The following rates of duty cover the importation of the foregoing articles into Austria-Hungary and are per 100 kilos (220.46 pounds): There is no duty on peanut cake. The duty on peanuts is 8 crowns (\$1.62), but if it is proved that the imported peanuts are to be worked up into oil and cakes no duty is charged. Peanut oil for technical purposes pays 2 crowns (\$0.41). This oil, however, is denaturalized under the supervision of the custom officials by mixing it with rosemary oil. The duty on peanut oil is 24 crowns (\$4.87), on gross weight, while most-favored nations pay a duty of only 15 crowns (\$3.05). The duty on peanut oil imported in bottles, etc., is 36 crowns (\$7.21).

COTTON OIL COMPANIES FILE COMPLAINT.

Thirty-two cotton oil companies, organized under the laws of Oklahoma, have filed a complaint with the Inter-State Commerce Commission at Washington against the Atchison, Topeka and Santa Fé Railroad Company and a score of other defendant railroads. The complaint reviews the difficulties which the cotton oil companies have had in securing just rates from the railroad companies. Illegal discrimination is charged in the complaint. While cotton oil companies operating in Texas, Arkansas, Tennessee and Missouri secure just rates, in the State of Oklahoma competing companies are excessively charged for shipment on products and consequently unjustly discriminated against. This is the substance of the complaint in general.

COTTON CARNIVAL AT GALVESTON.

It has been determined by the citizens of Galveston, Tex., acting through the Business League, to give during the first week in August of 1909 the First Annual Cotton Carnival of Galveston. Exhibitions will be given of raw cotton from every cotton-growing section of the world, of all kinds of manufactured cotton fabrics, cotton factory machinery, cotton-gin machinery, cotton oil mill machinery, the by-products of cotton and cotton seed, and implements for cotton culture, picking and harvesting. The subjects of culture, marketing, transportation and distribution of cotton will be discussed by experts.

HIDES AND SKINS

(Daily Hide and Leather Market)

Chicago.

PACKER HIDES.—There are no weak spots apparent in this market, especially for May salting. The packers are more closely sold up than usual and claim that with improved prospects for leather business they look for a steady market. The tanners, however, continue to hold off and there is no activity to the market. Some of the tanners claim to be pretty well supplied, and they think their policy of holding off may help them to get June hides to better advantage than if they should continue to buy ahead. May native steers are still quotable at 16½c. There is a small supply in sight of Texas steers, and those naturally show considerable firmness. The packers look to secure better than last selling figures of 16½c., 15½c. and 14½c. respectively for the three weights, for later take off to sell ahead, but no sales have come to light in over a week past. May butt brands and Colorados continue firm at 15½c., and some packers continue to ask a little more, but buyers are out of the market for the present and that quotation stands, being the last selling price. There is a small supply in sight of branded cows and these are steady at 14c., last quoted. Native cows have ruled inactive along with other varieties the past few days. The market is quoted fairly steady at 15c. for May heavy weights, with one packer asking that price for April and May, and another offering all April at 13¾c., and might entertain a bid of 14½c., as he is anxious to keep long haired hides closely sold up. Last sales of May light cows were 14¾c. As these are in scant offering, packers talk up to 15c. for Mays alone, but no sales are reported. Native and branded bulls are unchanged.

LATER.—There is a rumor that April and early May light native cows sold together at 14½c. Middle of April heavy cows are quoted at 14½c., but Mays firm, 15c.

LATER WIRE.—There are rumors of an easier market on packer light native cows. One packer has made a clearance sale of these, taking his entire May output, and it is thought these were let go at 14½c., although other packers, of course, think the price was 14¾c. This packer has also sold about 10,000 last half of May native steers and first half of June salting, and probably secured 16½c., and also sold May and June native bulls, including Aprils, at 12¾c. The price on the bulls is better than April and Mays were last offered at, and illustrates the general firmness prevailing in bull hides, both packer and country take-off.

COUNTRY HIDES.—The market rules quiet, but conditions are steady to firm. Current receipt buffs are quotable at 13c., and some ask more as are busy on old sales. No hides are apparently obtainable under this figure. In lots bought that will come in later, higher prices are asked. Similar conditions apply to heavy cows. Extremes range from 13@13½c., with over the inside price asked for good selections running less than 50 per cent. seconds. Heavy steers are ranged at 13¾@14c., and heavy bulls at 11¼@11½c. Branded hides, 40 lbs. and up,

miscellaneous collections, running mostly; cows are held at 11½c. flat with the last sale of these at 11¼c. Large butcher and small Western packer branded hides, out of bundle, mostly steers, are held around 13c. flat.

HORSEHIDES.—Prime cities are firm at \$4, and mixed with countries quoted \$3.75@3.85.

CALFSKINS.—Chicago city skins are quoted at 18@18½c., with the outside price asked for skins out of first salt. Tanners are resisting the strength of the situation, but the market holds firm. Countries and outside cities mixed are quoted around 17½c.; ordinary cities, 17½c.; choice outside cities, 17¾c., with some asking even higher, and countries alone, 17@17½c. City light calf is quoted at \$1.15, and deacons at 95c.

DRY HIDES.—Are quoted at 21@22c. for short trim.

SHEEPSKINS.—Packer sheep pelts continue to be held at \$2.05@2.15 as to lots; lights, 9@12 lbs., \$1.45@1.50, and wool lambs, \$1.65@1.70. Packer shearlings recently sold at 65c. Country pelts kept closely sold up at \$1.25@1.65 as to quality, etc.

New York.

DRY HIDES.—Common varieties are quiet. Tanners are holding off at additional advances that were asked, and hope to weaken importers' views. Some Central Americans, about 900, were exported to Europe, and a few dry Mexicans sold at 20c. for part. Otherwise there has been no trading developed in over a week though some negotiations may result in trading later. Owing to continued poorer quality and long hair in wet salted River Plates, some sources continue to report an easier market on these.

CITY PACKER HIDES.—No trading has developed, but packers talk firm. Tanners apparently are out of the market for the present. In connection with the resale of April natives noted yesterday, it is understood these sold at 15¾c., but it is also believed that the original purchaser secured 6-ft. 4-in. hides out of the lot.

COUNTRY HIDES AND CALFSKINS.—Dealers continue very firm in their views, but there is less demand and small trading. Offerings, however, keep scant. Straight car lots of cows are held at 12¾@13c.; flat mixed lots from 12½@12¾c., with peddling quantities of mixed hides quotable around 12½c. flat. There are still offerings of Ohio buffs and extremes together at 14c., selected.

CALFSKINS.—While there are some indications that hides are a trifle less steady, the calfskin situation continues very strong. Light weights, however, do not share in the general strength prevailing. The range on N. W. Citys is \$1.52½@1.55 for 5@7s; \$1.95@2.00 for 7@9s, and \$2.22½@2.27½ for 9@12s as to quality, etc. Countries are firm at \$1.35, \$1.75 and \$1.95, selected, and outside cities, \$1.40, \$1.80 and \$2, with some dealers asking as much as 5c. apiece over these figures.

HORSEHIDES.—Tanners report domestic fronts strong with sales at \$2.60@2.70.

Boston.

Trade is quiet. Buffs continue held at 13½@13¾c., and extremes, 14@14½c. Southerners are quiet. Offerings are small with low freight points held 11½@12c. flat.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centres for the week ending Saturday, May 15:

CATTLE.

Chicago	26,759
Kansas City	24,686
Omaha	14,405
St. Joseph	6,908
Cudahy	458
Sioux City	3,672
South St. Paul	2,710
Indianapolis	4,521
New York and Jersey City	12,695
Philadelphia	4,534

HOGS.

Chicago	83,548
Kansas City	71,339
Omaha	37,168
St. Joseph	26,714
Cudahy	4,426
Sioux City	19,411
Ottumwa	9,365
Cedar Rapids	9,294
South St. Paul	14,070
Indianapolis	25,135
New York and Jersey City	28,219
Philadelphia	2,917

SHEEP.

Chicago	49,889
Kansas City	27,355
Omaha	12,431
St. Joseph	10,026
Cudahy	344
Sioux City	958
South St. Paul	1,200
Indianapolis	886
New York and Jersey City	42,089
Philadelphia	9,543

NEW YORK LIVESTOCK.

WEEKLY RECEIPTS TO MAY 17, 1909.

	Bees.	Cows.	Calves.	Sheep.	Hogs.
Jersey City	3,093	—	1,164	13,060	11,023
Sixtieth street	3,828	50	8,637	10,181	—
Fortieth street	—	—	—	—	12,146
Lehigh Valley	4,286	—	1,715	18,200	—
Weehawken	313	—	—	—	—
West Shore B. R.	1,764	—	—	—	—
Scattering	—	68	144	48	5,050
Totals	13,284	118	16,660	42,089	28,219
Totals last week	12,009	95	15,143	36,578	34,039

WEEKLY EXPORTS.

	Live cattle.	Qrs. of beef.
Morris Beef Co., Ss. Oceanic	—	1,900
Morris Beef Co., Ss. St. Paul	—	1,048
Morris Beef Co., Ss. Cedric	—	900
Schwarschild & S., Ss. Minnewaska	377	1,200
J. Shanberg & Son, Ss. Minnewaska	330	—
Swift Beef Co., Ss. Oceanic	—	1,900
Armour & Co., Ss. St. Paul	—	1,040
Total exports	707	7,988
Total exports last week	1,322	8,741

MEAT AND STOCK EXPORTS

WEEKLY REPORT TO MAY 17, 1909.

Exports from—	Live cattle.	Live sheep.
Boston	3,048	1,154
Baltimore	894	—
Philadelphia	405	—
Montreal	3,401	—
Exports to—		
London	2,520	8,242
Liverpool	3,682	900
Glasgow	436	—
Bristol	1,084	—
Manchester	661	—
Antwerp	152	—
Totals to all ports	8,525	9,142
Totals to all ports last week	3,383	10,419

BUTCHERS AND HIDE DEALERS

Will do well to send their collections of Hides, Calfskins, Pelts, Tallow, Bones, etc., to Carrol S. Page, Hyde Park, Vt. He pays spot cash. He pays the freight. He pays full market value. He also furnishes money with which to buy, and keeps his customers thoroughly posted at all times as to market changes and market prospects. Write him for full particulars and his free bulletins.

RET SOF

Chicago Section

The way to make a woman happy is to make her believe she is making you unhappy.

It may be that the New York Giants feel that they have enough of a past without accumulating any more.

New York, which is looking diligently about for a mayor, hasn't asked us yet to loan it Carter Harrison.

Doc Wiley has sailed away to attend the Chemists' Congress in London on May 27. Bum voyage, Doc.

Pullman is to spend millions in enlarging its plant, which will enable it to turn out more upper berths than ever.

Senator Root's predecessor, Tom Platt, never would have called down censure upon his bald pate by undue activity in matters of statesmanship.

Experiments are being conducted at the Kansas City stock yards in the prevention of hog cholera. The experiments are in charge of Dr. Charles J. Sihler.

George B. Hugel, who for twelve years was associated with the Missouri Pacific Railway Company, has been made traffic manager for the Schwarzschild & Sulzberger Company.

The Incorporated Society of London (England) Meat Traders are giving a series of lectures by Prof. Klein on "Microbes in Relation to the Meat Industry." It is stated that full length portraits of the late "reformers" will be thrown on a screen to better illustrate the lectures.

Guinea pigs, rabbits and rats and like small animals must be transported by express companies at merchandise rates, under an order just issued by the Interstate Commerce Commission. Haven't noticed any run on the market since the issuance of the order. Receipts and shipments hang around about the same.

W. H. Beall, of Sterne & Son Company, fell a victim to Cupid's wiles, and was married

at Galesburg, Ill., last week to the daughter of Dr. and Mrs. W. O. Bradley of that city. Mr. and Mrs. Beall are now in the South for a limited honeymoon, but will return to Chicago within a few days. Their home will be at 4324 Lake avenue.

The residence of Michael Cudahy, at 3138 Michigan avenue, is to be used as a school for young ladies. The building, which contains twenty rooms, was purchased some time ago by Albert Fuchs for use as a conservatory of music. The plan, however, did not go through and Miss Isabel Spaid, of the Misses Spaid's school, purchased the house for \$48,000.

An anti-treating, temperance-urging saloon is the latest novelty to be sprung on unsuspecting Des Moines. Rumor has it that a man will waltz gently up to the bar, bow politely to the bartender, inquire as to where he bought his new hat, ask how many children he has and—oh, please give me a lemonade with a straw in it and I'll never come in your place again.

Swift & Company's stock is selling around 110 this week on the Chicago Stock Exchange, and Stock Yards holders of the packing company securities were in high glee. Swift has been very strong on the local exchange of late. Only a year and a half ago, during the panicky times, Swift stock sold down below 80, along with the general depression in values for other securities.

Official papers announce this week that \$4,000,000 worth of 5 per cent. gold bonds, are offered for sale by the Cudahy Packing Company. They are first mortgage bonds, and are covered by properties to the value of

\$9,100,000. In the prospectus it is stated that the current assets of the company are more than \$20,000,000, and that the gross sales of the company last year were \$71,988,213. The bonds are offered at 99 and interest yielding about 5.10 per cent.

S. & S. BUYER GOES TO NEW YORK.

Abe Plaut, for nineteen years with S. & S., at Chicago, in the capacity of cattle buyer, has been transferred to New York, where he will have charge of the beef sales and also superintend the beef exportations of the company. For six years previous to 1901 Mr. Plaut was the Kansas City buyer for the company and for several years has been at Chicago as a buyer in the Burlington division.

The New York position which he will fill is considerable of a boost up the ladder of responsibility and a recognition of his business ability.

BOOTH COMPANY CHARTERED.

A corporation which is intended to succeed A. Booth & Company has been incorporated under the laws of Delaware. The new company is known as the Booth Fisheries Company, and the capital stock authorized is \$2,000,000 preferred, \$5,000,000 common, both of a par value of \$100 per share. There are also \$1,500,000 5 per cent. debenture bonds, the latter to be dated July 1, 1909, interest and fixed charges payable Jan. 1 and July 1, annually.

It has been announced by the Central Trust Co. of Illinois, which is acting as the depository for A. Booth & Company, under terms of the reorganization offer, that the time for depositing the old company's shares had been extended from May 15 to June 10. A large number of the old stockholders have

SKEWERS

(Maple and Hickory)

WAX PAPER

(Packers' Manila, 55 lbs. Basis)

LARD TUBS AND PAILS

(Oak Grained and Hardwood)

Butchers' Frocks and Aprons

(Made of best grade Material)

CORDAGE

(Hide Rope, Ham String, Sail Twine, Flat and Tubular Braid, in colors, Seine Twine, Burlap, Cotton Duck, Press Cloth, Lath Yarn.)

BUNGS, PLUGS AND VENTS

(Compressed Poplar)

TRIPE AND PIGS' FEET PACKAGES

(Made of second growth New England Pine)

Pork Barrels, Lard Tierces OIL BARRELS

Hide and Capping Salt

(Mined in Louisiana)

FULLERS' EARTH

("Standard brand," the best on the market)

BUTTER TUBS

(Ash and Spruce)

SPECIAL NOTICE: This Company maintains large Warehouses at Chicago and Kansas City, and is equipped to take care of any sized orders received.

We make a specialty of shipping assorted cars of any or all the above items.

With our Direct Mill Connections we are in position to handle Carload Orders for Direct Mill Shipment at extremely Low Prices.

OUR MOTTO: No order too large for our capacity or too small for our careful consideration.

FRED K. HIGBIE COMPANY, Inc.

RAILWAY EXCHANGE BLDG., CHICAGO, ILL.

Members American Meat Packers' Association.

D. I. DAVIS & CO.

Successors

WILDER & DAVIS,

PACKINGHOUSE ARCHITECTS

CHICAGO, ILL.

The Thomore Mfg. Co.

226 E. Lake Street, CHICAGO, ILL.

Manufacturers of all kinds of Frocks, Luggers and Uniforms FOR PACKERS and BUTCHERS
W. B. THOMAS, President.

agreed to subscribe for the stock of the new concern on the terms offered. Attorneys representing the P. A. Valentine interests report that 96 per cent. of the creditors have agreed to the plan of settlement provided.

TO REDUCE BONDS.

The Mexican National Packing Company announces that in pursuance of the powers conferred upon it by Article 3, subclause (8) of the trust deed dated the 31st day of October, 1906, and made between the Company of the one part and the Knickerbocker Trust Company of the other part, the company will on the 1st day of January, 1910, redeem all the first mortgage 5 per cent. gold bonds of the company secured under the said trust deed and then outstanding at the price of 110 per cent., together with all accrued interest thereon up to the said 1st day of January, 1910, on which date interest on said bonds will cease. The bonds must be presented for payment at the office of the Knickerbocker Trust Company in New York City or the financial agency of the company in London, together with all unmatured coupons annexed thereto.

DUTY ON CATTLE TO PANAMA.

A consular report on the rates of duty on cattle entering Panama states as follows:

By the law of December 3, 1908, the import duty on male cattle is fixed at \$20 per head and on female cattle at \$15 per head. These duties apply to both live and dead cattle. Fine cattle for breeding purposes imported from Europe, the United States or Jamaica are admitted free of duty. The executive is authorized to reduce up to 50 per cent. the duty on cattle should the high price of meat of domestic animals justify such action. Imported carcasses are subject to the abattoir tax in addition to the import duty.

In the importation of slaughtered cattle four quarters will be considered as equivalent to a carcass. If carcasses are imported cut up into parts smaller than quarters, 400 pounds of meat will be considered as constituting one carcass, and the duty will be levied on this basis.

Keep a file of your copies of The National Provisioner. Then when you want to look up some technical subject or refer to market reports or statistics you will have the information at hand, and will not have to inquire for it. Send for a National Provisioner binder; cloth, stamped in gold, \$1.25.

NEW YORK OLEOMARGARINE LAW

The new oleomargarine law passed by the New York Legislature was signed during the week by Governor Hughes, and is now in effect. It is as follows:

Section 1. Sections 40 and 41 of Chapter IX of the laws of nineteen hundred and nine, entitled "An act in relation to agriculture, constituting Chapter I of the consolidated laws," are hereby amended to read as follows:

Section 40. Prohibited articles not to be furnished for use.—No keeper or proprietor of any bakery, hotel, boarding house, restaurant, saloon, lunch counter or place of public entertainment, nor any person having charge thereof or employed thereat, nor any person furnishing board for any others than members of his own family, or for any employees where such board is furnished for a compensation or as part of the compensation of any such employee, shall keep, use or serve therein either as food for his guests, boarders, patrons, customers or employees or for cooking purposes any article or substance made in violation of the provisions of this article. Any keeper or proprietor of any hotel, boarding house, restaurant, saloon, lunch counter or place of public entertainment who uses or serves therein for his guests any oleaginous substance as a substitute for butter, the manufacture or sale of which is not prohibited by the agricultural law, shall print plainly and conspicuously on the bill of fare, if there is one, the words, "Oleomargarine Used Here" and shall post up conspicuously in different parts of each room where such meals are served signs in places where they can be easily seen and read, which shall bear the words, "Oleomargarine Used Here" in letters at least two inches in length and so printed as to be easily read by guests or boarders.

Section 41. Use of coloring matter prohibited.—No person manufacturing with intent to sell any substance or article in imitation or semblance of butter or cheese not made exclusively from unadulterated milk or cream, or both, with salt or rennet or both, and with or without coloring matter or sage, but into which any animal, intestinal or offal fats, or any oils or fats or oleaginous substance of any kind not produced from pure, unadulterated milk or cream, or into which melted butter, or butter in any con-

dition or state or any modification of the same, or lard or tallow shall be introduced, shall add thereto or combine therewith any annatto or compounds of the same, or any other substance or substances whatever, for the purpose or with the effect of imparting thereto a color resembling yellow, or any shade of yellow butter or cheese, nor introduce any such coloring matter or other substance into any of the articles of which the same is composed. And no person selling any oleaginous substance not made from pure milk or cream of the same as a substitute for butter shall sell, give away or deliver with such substance any coloring matter; nor shall any person manufacturing, selling or offering for sale any such goods make or sell them under any brand, device or label bearing words indicative of cows or the product of the dairy or the names of breeds of cows or cattle, nor use terms indicative of processes in the dairy in making or preparing butter; no such substance shall hereafter be sold, offered or exposed for sale in this State except it be sold in packages containing not more than five pounds, such packages to be wrapped and sealed, the original seal of which shall be unbroken, and upon which seal shall be plainly printed the name and address of the manufacturer of said oleomargarine, and the said packages shall be plainly and conspicuously labeled with the word "oleomargarine" in gothic or equally conspicuous letters at least $\frac{3}{8}$ inch high.

The word "oleomargarine" in large prominent letters shall be stamped by indentation on each separate brick or portion of the substance itself before it is wrapped and sealed.

Any person violating any of the provisions of sections forty and forty-one of the agricultural law shall forfeit and pay a penalty to the people of the State of New York of not less than fifty dollars nor more than one hundred dollars for the first violation and not less than two hundred dollars nor more than five hundred dollars for the second and each subsequent violation. Whoever by himself or another violates any of the provisions of sections forty or forty-one of the agricultural law shall be guilty of a misdemeanor and upon conviction shall be punished by a fine of not less than one hundred dollars nor more than five hundred dollars or by imprisonment of not less than one month nor more than one year, or by both such fine and imprisonment for the first offense and by not less than six months nor more than one year for the second offense.

BEEF CASINGS WANTED

Dressed meat packers who slaughter 1,000 cattle or more a week can find better inducements offered for the sale of their beef casings in fresh condition than they now obtain by applying to the address below. All fat will be removed by the buyer and returned to the packer. Will give better price than can be obtained by the packer doing the work himself.

Address Box 442, care THE NATIONAL PROVISIONER, NEW YORK.

IGNORANCE IS BLISS

But expensive. You can't afford to be out of line with the Chicago Provision Market.

L. J. SCHWABACHER
& CO.

MEMBERS
CHICAGO BOARD OF TRADE
ST. LOUIS MERCHANTS EXCHANGE

411 Postal Telegraph Bldg.
CHICAGO.

CHICAGO LIVE STOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, May 10.....	22,841	951	41,387	11,823
Tuesday, May 11.....	2,521	5,583	10,450	11,973
Wednesday, May 12.....	13,561	2,870	23,626	13,208
Thursday, May 13.....	5,159	2,753	15,173	9,940
Friday, May 14.....	671	316	10,388	6,724
Saturday, May 15.....	119	35	10,304	1,268
Total last week.....	44,872	12,508	111,334	54,696
Previous week.....	46,905	13,543	120,086	47,222
Cor. week 1908.....	54,102	13,507	157,802	68,829
Cor. week 1907.....	60,316	12,756	153,524	52,144

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, May 10.....	6,291	14	11,859	699
Tuesday, May 11.....	1,937	195	1,690	656
Wednesday, May 12.....	5,166	43	4,290	993
Thursday, May 13.....	3,192	48	4,124	1,360
Friday, May 14.....	1,352	31	3,590	886
Saturday, May 15.....	175	...	2,283	153
Total last week.....	18,113	283	27,791	4,747
Previous week.....	19,733	435	29,700	5,297
Cor. week 1908.....	22,514	253	29,413	16,886
Cor. week 1907.....	25,534	213	29,463	10,894

CHICAGO TOTAL RECEIPTS LIVE STOCK.

	Cattle.	Calves.	Hogs.	Sheep.
Yr. to May 15 '09.	992,843	153,758	2,072,077	1,224,144
Same period, '08.	1,133,371	177,992	3,542,465	1,277,408

Combined receipts of hogs at eleven points:

Week ending May 15, 1909.....	420,000
Week previous.....	452,000
Year ago.....	579,000
Two years ago.....	529,000
Year to May 15, 1909.....	10,074,000
Same period, 1908.....	11,949,000

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City), as follows:

	Cattle.	Hogs.	Sheep.
Week to May 15, 1909.....	124,700	314,600	130,700
Week ago.....	130,900	345,100	100,800
Year ago.....	148,000	458,200	165,300
Two years ago.....	150,000	420,500	117,000

CHICAGO PACKERS' HOG SLAUGHTER.

Week ending May 15:	
Armour & Co.....	15,400
Swift & Co.....	12,200
S. & S. Co.....	11,100
Morris & Co.....	8,600
Anglo-American.....	5,700
Boyd & Lunham.....	4,900
Hammond.....	7,400
Western P. Co.....	5,200
Boore & Co.....	4,500
Roberts & Oake.....	2,200
Others.....	9,300
Total.....	89,500
Week ago.....	91,200
Year ago.....	128,800
Two years ago.....	136,300
Year to May 15, 1909.....	2,153,700
Same period, 1908.....	2,676,700

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week May 15, 1909.....	\$6.50	\$7.28	\$6.40	\$8.30
Previous week.....	6.40	7.26	6.05	8.35
Year ago.....	6.50	5.52	5.00	7.10
Two years ago.....	5.55	6.43	5.65	7.80
Three years ago.....	5.25	6.32	5.00	6.75

CATTLE.

Good to choice steers.....	\$6.20@7.20
Medium to good steers.....	5.50@6.20
Common to fair steers.....	4.25@5.50
Native yearlings.....	5.25@6.75
Plain to fancy cows.....	3.60@5.85
Plain to fancy heifers.....	4.50@6.40
Common to choice stockers.....	3.00@4.35
Good cutting to fair beef cows.....	3.00@4.50
Canners and cutters.....	2.25@3.25
Bulls, good to choice.....	4.25@5.65
Bologna bulls.....	4.00@4.50
Heavy calves.....	4.00@5.75
Calves, good to choice.....	6.00@7.50

HOGS.

Good to prime heavy.....	\$7.30@7.50
Good to choice medium-weight butchers.....	7.20@7.40
Good to choice, light, 170@200 lbs.....	7.15@7.30
Medium-weight, mixed.....	7.15@7.30
Good to choice heavy packing.....	7.20@7.30
Pigs, 65 to 90 lbs.....	6.50@6.25
Pigs, 90 to 130 lbs.....	6.25@6.65
Rough cows and coarse stags.....	7.00@7.10
Heavy hogs, 250 to 450 lbs.....	4.50@5.00

SHEEP.

Choice Colorado lambs.....	\$8.50@9.25
Feeding lambs.....	6.75@7.75
Feeding wethers.....	4.50@5.75
Western fed lambs.....	8.00@9.15
Clipped yearlings.....	5.75@7.25
Bucks and stags.....	3.50@5.50
Shorn wethers.....	5.25@6.85
Shorn ewes.....	5.00@6.25
Shorn lambs.....	7.00@8.25

CHICAGO PROVISION MARKET.

Range of Prices.

SATURDAY, MAY 15, 1909.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
May.....	\$.....	\$.....	\$.....	18.40
July.....	18.45	18.47½	18.40	18.47
September.....	18.50	18.50	18.45	18.50

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
May.....	10.72½	10.72½	10.70	10.70
July.....	10.75	10.75	10.70	10.70
September.....	10.87½	10.87½	10.82½	10.82½

RIBS—(Boxed, 25c. more than loose)—	Open.	High.	Low.	Close.
May.....	10.12½	10.12½	10.10	10.10
July.....	10.17½	10.17½	10.10	10.10
September.....	10.20	10.20	10.17½	10.17½

MONDAY, MAY 17, 1909.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
May.....	18.42½	18.52½	18.37½	18.52½
July.....	18.42½	18.55	18.42½	18.55

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
May.....	10.67½	10.75	10.62½	10.75
July.....	10.67½	10.75	10.62½	10.75
September.....	10.80	10.87½	10.75	10.85

RIBS—(Boxed, 25c. more than loose)—	Open.	High.	Low.	Close.
May.....	10.07½	10.17½	10.07½	10.17½
July.....	10.10	10.15	10.05	10.15
September.....	10.12½	10.22½	10.12½	10.22½

TUESDAY, MAY 18, 1909.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
May.....	18.32½	18.32½	18.30	18.30
July.....	18.47½	18.47½	18.35	18.35
September.....	18.45	18.45	18.37½	18.40

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
May.....	10.87½	10.75	10.57½	10.57½
July.....	10.87½	10.75	10.57½	10.57½
September.....	10.87½	10.87½	10.72½	10.75

RIBS—(Boxed, 25c. more than loose)—	Open.	High.	Low.	Close.
May.....	10.10	10.10	10.07½	10.10
July.....	10.10	10.12½	10.02½	10.02½
September.....	10.20	10.20	10.07½	10.12½

WEDNESDAY, MAY 19, 1909.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
May.....	18.30	18.30	18.22½	18.27½
July.....	18.40	18.42½	18.27½	18.37½
September.....	18.40	18.45	18.30	18.45

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
May.....	10.62½	10.62½	10.52½	10.57½
July.....	10.60	10.62½	10.52½	10.60
September.....	10.72½	10.75	10.65	10.72½

RIBS—(Boxed, 25c. more than loose)—	Open.	High.	Low.	Close.
May.....	10.10	10.10	10.05	10.05
July.....	10.05	10.05	9.97½	10.02½
September.....	10.12½	10.12½	10.02½	10.07½

THURSDAY, MAY 20, 1909.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
May.....	18.40	18.42	18.37	18.37
July.....	18.40	18.42	18.37	18.40
September.....	18.45	18.47	18.40	18.40

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
May.....	10.65	10.65	10.62	10.62
July.....	10.65	10.70	10.65	10.65
September.....	10.77	10.82	10.77	10.77

RIBS—(Boxed, 25c. more than loose)—	Open.	High.	Low.	Close.
May.....	10.10	10.12	10.10	10.12
July.....	10.07	10.10	10.07	10.10
September.....	10.12	10.15	10.12	10.12

FRIDAY, MAY 21, 1909.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
July.....	18.42½	18.42½	18.35	18.35
September.....	18.50	18.50	18.37½	18.37½

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
July.....	10.70	10.70	10.62½	10.62½
September.....	10.82½	10.82½	10.77½	10.77½

RIBS—(Boxed, 25c. more than loose)—	Open.	High.	Low.	Close.
July.....	10.12½	10.12½	10.07½	10.07½
September.....	10.17½	10.17½	10.10	10.12

†Bid. ‡Asked.

CHICAGO RETAIL FRESH MEATS.

NOTE.—It is difficult to quote flat retail figures applicable to the whole of the city, every market having a practically different scale according to location, class and volume of trade, etc.

Native Rib Roast.....	18	@22
Native Sirloin Steaks.....	18	@25
Native Porterhouse Steaks.....	25	@28
Native Pot Roasts.....	10	@14
Rib Roasts from light cattle.....	12½	@16
Beef Stew.....	10	@10
Boneless Corned Briskets, Native.....	12½	@14
Corned Rumps, Native.....	12½	@14
Corned Ribs.....	8	@8
Corned Flanks.....	8	@8
Round Steaks.....	12½	@16
Shoulder Steaks.....	12½	@16
Shoulder Roasts.....	12½	@15
Shoulder Neck Rod, Trimmed.....	10	@10
Rolls Roast.....	14	@14

Lamb.

Hind Quarters, fancy.....	20	@20
Fore Quarters, fancy.....	15	@15
Legs, fancy.....	22	@22
Stew.....	12½	@14
Shoulders.....	14	@14
Chops, Ribs and Loin.....	25	@25
Chops, Frenched, each.....	12½	@15

Mutton.

Legs.....	18	@18
Stew.....	10	@10
Shoulders.....	12½	@14
Hind Quarters.....	16	@16
Fore Quarters.....	12½	@14
Rib and Loin Chops.....	20	@22

Pork.

Pork Loin.....	14	@14
Pork Chops.....	15	@16
Pork Shoulders.....	12½	@14
Pork Tenders.....	25	@25
Pork Butts.....	12½	@14
Spare Ribs.....	10	@10
Blades.....	7	@7
Hocks.....	9	@9
Pigs' Heads.....	6	@6
Leaf Lard.....	12½	@12½

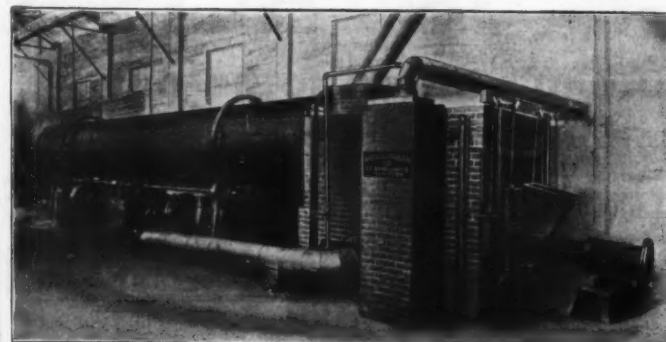
Veal.

Hind Quarters.....	12½	@14
Fore Quarters.....	8	@10
Legs.....	14	@16
Breasts.....	8	@10
Shoulders.....	10	@12½
Cutlets.....	20	@22
Rib and Loin Chops.....	16	@18

Butchers' Offal.

Suet.....	7½	@7½
Tallow.....	3	@3
Bone.....	1	@1
Calfskins, 8 to 15 lbs.....	45	@50
Calfskins, under 8 lbs. (deacons).....	45	@50
Calfskins, over 15 lbs.....	10	@10

AUTOMATIC IMPROVED TANKAGE PRESSES AND DRYERS



Economical Efficient Great Capacity

SAVING IN LABOR ALONE IN ONE YEAR WILL OFFSET COST TO INSTALL

For Tankage, Blood, Bone, Fertilizer, all Animal and Vegetable Matter. Installed in the largest packing-houses, fertilizer and fish reduction plants in the world.

Send for Catalogue T. B.

American Process Co.
68 William St., - - New York

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.	
Good native steers	10 @ 11
Native steers, medium	@ 9 1/2
Helpers, good	@ 9 1/2
Cows	8 1/2 @ 9 1/2
Hind Quarters, choice	@ 11 1/2
Fore Quarters, choice	@ 8 1/2

Beef Cuts.

Cow Chucks	6 1/2 @ 7
Steer Chucks	7 1/2 @ 8 1/2
Boneless Chucks	@ 8 1/2
Medium Plates	@ 5
Steer Plates	@ 5 1/2
Cow Rounds	8 1/2 @ 9 1/2
Steer Rounds	@ 12 1/2
Cow Loins, Medium	@ 15 1/2
Steer Loins, Heavy	@ 24
Beef Tenderloins, No. 1	@ 21
Beef Tenderloins, No. 2	@ 8
Strip Loins	@ 13
Shoulder Clods	@ 10
Rolls	@ 10 1/2
Rump Butts	@ 5
Trimblings	@ 4
Shank	@ 11 1/2
Cow Ribs, Common, Light	@ 12 1/2
Cow Ribs, Heavy	@ 11 1/2
Steer Ribs, Light	@ 12 1/2
Steer Ribs, Heavy	@ 11 1/2
Loins ends, steer, native	@ 6
Loins ends, cow	@ 11
Hanging Tenderloins	@ 4
Flank Steak	@ 4
Hind Shanks	@ 4

Beef Offal.

Livers	@ 3 1/2
Hearts	@ 4
Tongues	@ 12
Sweetbreads	@ 16
Ox Tail, per lb.	@ 4
Fresh Tripe, plain	@ 2 1/2
Fresh Tripe, H. O.	@ 4 1/2
Brains	@ 5
Kidneys, each	@ 5

Veal.

Heavy Carcass Veal	@ 8 1/2
Light Carcass	@ 9
Good Carcass	@ 11
Good Saddles	@ 12
Medium Racks	@ 9
Good Racks	@ 10

Veal Offal.

Brains, each	@ 4
Sweetbreads	@ 40
Plucks	@ 25
Heads, each	@ 10

Lamb.

Medium Caul	@ 14
Good Caul	@ 14 1/2
Round Dressed Lambs	@ 13 1/2
Saddles, Caul	@ 17
R. D. Lamb Racks	@ 13
Caul Lamb Racks	@ 13
R. D. Lamb Saddles	@ 18
Lamb Ribs, per pair	@ 8
Lamb Tongues, each	@ 8
Lamb Kidneys, each	@ 2

Mutton.

Medium Sheep	@ 13 1/2
Good Sheep	@ 14 1/2
Medium Saddles	@ 16
Good Saddles	@ 17
Medium Racks	@ 10
Good Racks	@ 16
Mutton Legs	@ 8 1/2
Mutton Steaks	@ 13
Mutton Loins	@ 3
Steep Tongues, each	@ 8
Sheep Heads, each	@ 8

Fresh Pork, Etc.

Dressed Hogs	9 1/2 @ 10
Pork Loins	@ 11 1/2
Leaf Lard	@ 11
Tenderloins	@ 24
Spare Ribs	@ 6 1/2
Butts	@ 10 1/2
Hocks	@ 6
Trimblings	@ 7
Tails	@ 5
Pigs' Feet	@ 8 1/2
Pigs' Heads	@ 5
Blade Bones	@ 5
Cheek Meat	@ 5
Hog Plucks	@ 5
Neck Bones	@ 2 1/2
Skinned Shoulders	@ 9
Pork Hearts	@ 3 1/2
Pork Kidneys	@ 3
Pork Tongues	@ 9
Slip Bones	@ 4
Tail Bones	@ 4 1/2
Brains	@ 5
Backfat	@ 10 1/2
Hams	@ 12
Calas	@ 11 1/2
Belilles	@ 11 1/2
Shoulders	@ 9

SAUSAGE.

Columbia Cloth Bologna	@ 8
Bologna, large, long, round and cloth	@ 7 1/2
Choice Bologna	@ 8 1/2
Viennas	@ 9 1/2

Frankfurters	@ 9
Blood, Liver and Headcheese	@ 8
Tongue	@ 10
White Tongue	@ 10
Mince Sausage	@ 10
Prepared Sausage	@ 11 1/2
New England Sausage	@ 11 1/2
Compressed Luncheon Sausage	@ 11 1/2
Special Compressed Ham	@ 11 1/2
Berliner Sausage	@ 9
Boneless Sausage	@ 14 1/2
Oxford Sausage	@ 14 1/2
Polish Sausage	@ 9
Garlic Sausage	@ 9
Smoked Sausage	@ 18
Farm Sausage	@ 18
Pork Sausage, bulk or link	@ 9
Pork Sausage, short link	@ 10 1/2
Special Prepared Sausage	@ 10
Boneless Pigs' Feet	@ 8
Hams, Bologna	@ 9

Summer Sausage.

Best Summer, H. C. Medium Dry	@ 19
German Salami, Medium Dry	@ 16
Italian Salami	@ 20
Holsteiner	@ 12 1/2
Mettwurst, New	@ 1
Farmer	@ 15
Monarque Cervelat	@ 18

Sausage and Oil.

Smoked Sausage, 1-50	\$4.50
Smoked Sausage, 2-50	4.00
Bologna, 1-50	4.00
Bologna, 2-50	3.50
Frankfurt, 1-50	4.50
Frankfurt, 2-50	4.00

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	\$7.50
Pickled Plain Tripe, in 200-lb. barrels	5.00
Pickled H. C. Tripe, in 200-lb. barrels	7.75
Pickled Ox Lips, in 200-lb. barrels	11.50
Pickled Pigs' Snouts, in 200-lb. barrels	14.00
Lamb Tongues, Short Cut, barrels	32.00

CORNED, BOILED AND ROAST BEEF.

	Per doz.
1 lb., 2 doz. to case	\$1.45
2 lbs., 1 or 2 doz. to case	2.50
4 lbs., 1 doz. to case	—
6 lbs., 1 doz. to case	8.80
14 lbs., 1/2 doz. to case	20.00

EXTRACT OF BEEF.

	Per doz.
1-oz. jars, 1 doz. in box	\$2.25
2-oz. jars, 1 doz. in box	3.55
4-oz. jars, 1 doz. in box	5.50
8-oz. jars, 1/2 doz. in box	11.00
16-oz. jars, 1/4 doz. in box	22.00
2, 5 and 10-lb. tins	\$1.75 per lb.

BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. bbls.	@ 14.50
Plate Beef	@ 14.00
Prime Mess Beef	@ 12.00
Extra Mess Beef	@ 11.00
Beef Hams	@ 12.00
Rump Butts	@ 18.00
Mess Pork	@ 21.00
Clear Fat Backs	@ 20.00
Family Back Pork	@ 16.50
Bean Pork	@ 16.50

LARD.

Pure leaf, kettle rendered, per lb., tcs.	@ 13
Pure lard	@ 12
Lard, substitutes, tcs.	@ 8 1/2
Lard, compound	@ 8 1/2
Cooking oil, per gal. in barrels	@ 45
Barrels, 1/4 c. over tierces; half barrels, 1/4 c. over tierces; tubs and pails, 10 to 80 lbs., 1/4 to 1 c. over tierces.	

BUTTERINE.

1 to 6, natural color	13 1/2 @ 18
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DRY SALT MEATS.

(Boxed. Loose are 1/4 c. less.)

Clear Bellies, 14@16 avg.	@ 12 1/2
Clear Bellies, 18@20 avg.	@ 12 1/2
Rib Bellies, 18@20 avg.	@ 12 1/2
Fat Backs, 12@14 avg.	@ 10 1/2
Regular Plates	@ 10
Short Clears	@ 9
Butts	@ 9
Bacon meats, 1 c. more.	

WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	@ 13 1/2
Hams, 16 lbs., avg.	@ 13 1/2
Skinned Hams	@ 14 1/2
Calas, 4@12 lbs., avg.	@ 9
Calas, 6@12 lbs., avg.	@ 9
New York Shoulders, 8@12 lbs., avg.	@ 20
Breakfast Bacon, fancy	@ 14 1/2
Wide, 10@12 avg., and strip, 5@6 avg.	@ 13
Wide, 6@8 avg., and strip, 3@4 avg.	@ 17 1/2
Rib Bacon, wide, 8@12, strip, 4@6 avg.	@ 18 1/2
Dried Beef Seta	@ 18 1/2
Dried Beef Inside	@ 18 1/2
Dried Beef Outside	@ 18 1/2
Regular Boiled Hams	@ 19
Smoked Boiled Hams	@ 20
Boiled Calas	@ 13
Cooked Loin Rolls	@ 18 1/2
Cooked Rolled Shoulders	@ 13

SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set	@ 16
Export Rounds	@ 20
Middles, per set	@ 25
Beef bungs, per piece	@ 7 1/2
Hog casings, as packed	@ 30
Hog casings, free of salt	@ 30
Hog middles, per set	@ 19
Hog bungs, export	@ 12
Hog bungs, large mediums	@ 7 1/2
Hog bungs, prime	@ 5
Hog bungs, narrow	@ 2 1/2
Imported wide sheep casings	@ 30
Imported medium wide sheep casings	@ 30
Imported medium sheep casings	@ 30
Beef weasands	@ 5 1/2
Beef bladders, medium	@ 40
Beef bladders, small, per doz.	@ 35
Hog stomachs, per piece	@ 4

FERTILIZERS.

Dried blood, per unit	@ 2.47 1/2
Hoof meal, per unit	@ 2.40
Concent. tankage, 15% per unit	@ 2.10
Ground tankage, 12% per unit	@ 23 1/2 and 10c.
Ground tankage, 11% per unit	@ 2.30 and 10c.
Ground tankage, 10% per unit	@ 2.30 and 10c.
Crushed tankage, 9 and 20% per unit	@ 2.25 and 10c.
Ground tankage, 6 and 35% per unit	@ 18.00
Ground raw bone, per ton	@ 24.00
Ground steam bone, per ton	@ 18.50
Unground tankage, per ton less than ground	@ 50c.

HORNS, HOOFS AND BONES.

Horns, No. 1, 65@70 lbs. average	\$240.00 @ \$245.00
Horns, black, per ton	25.00 @ 26.00
Horns, striped, per ton	40.00 @ 42.50
Horns, white, per ton	50.00 @ 55.00
Flat shin bones, 38 to 40 lbs. ave. ton	45.00 @ 50.00
Round shin bones, 38 to 40 lbs. ave. ton	50.00 @ 55.00
Round shin bones, 50 to 52 lbs. ave. ton	57.50 @ 60.00
Long thigh bones, 50 to 55 lbs. ave. ton	90.00 @ 95.00
Jaws, skulls and knuckles, per ton	@ 25.00

LARD.

Prime steam, cash	@ 10.60
Prime steam, loose	@ 10.22
Leaf	@ 10 1/2
Compound	@ 8
Neutral lard	12 1/2 @ 12 1/2

STEARINES.

Prime oleo	@ 12
Oleo No. 2	@ 11 1/2
Mutton	@ 11 1/2
Tallow	@ 5 1/2
Grease, yellow	@ 5 1/2
Grease, A white	@ 6

OILS.

Lard oil, extra, winter strained, tierces	@ 82
Extra, 1 lard oil	@ 80
No. 1 lard oil	@ 47
No. 2 lard oil	@ 45
Oleo oil, extra	@ 13 1/2
Oleo oil, No. 2	@ 12 1/2
Oleo stock	@ 11 1/2
Neatsfoot oil, pure, bbls.	@ 62
Acidless tallow oil, bbls.	@ 55
Corn oil, lose	@ 4.20 @ 4.30

TALLOW.

Edible	@ 7 @ 7 1/2
Prime city	@ 6 1/2 @ 6 1/2
No. 1 Country	@ 5 1/2 @ 6
Packers' prime	@ 5 1/2 @ 6 1/2
Packers' No. 1	@ 5 1/2 @ 6 1/2
Packers' No. 2	@ 4 1/2 @ 5 1/2
Renderers' No. 1	@ 5 1/2 @ 6 1/2

GREASES.

White, choice	@ 5 @ 5 1/2
White, "A"	@ 5 @ 5 1/2
White, "B"	@ 5 @ 5 1/2
Bone	@ 5 @ 5 1/2
House	@ 4 @ 5
Yellow	@ 4 @ 5
Brown	@ 4 @ 4 1/2
Glue Stock	@ 4 @ 4 1/2
Garbage Grease	nom. @ 4 1/2

COTTONSEED OILS.

P. S. Y., loose	@ 40 1/2
P. S. Y., soap grade	@ 40
Soap stock, bbls., concn., 62@55% f. a.	3 @ 3 1/2
Soap stock, bbls., reg., 50% f. a.	1.75 @ 1.80

COOPERAGE.

Ash pork barrels	.77 @ .82 1/2
Oak pork barrels	.90 @ .92 1/2
Lard tierces	1.12 @ 1.15

CURING MATERIALS.

Refined saltpetre	5 @ 7
Boric acid, crystal to powdered	7 @ 7 1/2
Borax	4 1/2 @ 5
Sugar—	
White, clarified	@ 4 1/2
Plantation, granulated	@ 5 1/2
Yellow, clarified	@ 4 1/2

Salt—

Ashton, in bags, 224 lbs.	\$2.25
English packing, in bags, 224 lbs.	1.45
Michigan, granulated, car lots, per ton	3.00
Michigan, medium, car lots, per ton	3.00
Casine salt, bbls., 280 lbs., 3x@5x	1.35

THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, May 21.—The market was quiet with prices steadily held. Western steam, \$11.05; city steam, \$10.65; refined, Continent, \$11.35; South American, \$12.00; do., kegs, \$13.00; compounds, \$7.87½@8.12½.

Liverpool Markets.

Liverpool, May 21 (By Cable).—Beef, extra India mess, 100s. Pork, prime mess, 88s. 9d.; shoulders, 49s. 6d.; hams, short clear, 55s.; bacon, Cumberland cut, 57s. 6d.; short ribs, 59s. 6d.; long clear, 28@34 lbs., 60s. 6d.; 35@40 lbs., 59s. 6d.; backs, 56s.; bellies, 59s. Tallow, 28s. 3d. Turpentine, 28s. 9d. Rosin, common, 8s. 3d. Lard, spot, prime Western, 54s. American refined, 28-lb. pails, 55s. 6d. Cheese, Canadian, finest white, new, 65s.; do., colored, 67s. American steam lard (Hamburg), 50 kilos, 53 marks. Tallow, Australian (London), 6 7/16d. Linseed, La Plata (London), April and May, 43s. 9d.; Calcutta, 44s. 7½d. Linseed oil, 23d. 3d.

FRIDAY'S CLOSINGS IN NEW YORK.

Provisions.

The market was dull with prices a little firmer on better live hog markets.

Tallow.

The market was dull and unchanged. Demand continues small.

Oleo Stearine.

The market was quiet at unchanged prices.

Cottonseed Oil.

The market was fairly active with prices a little easier. Trade was again good in new crop month. Early call prices for prime yellow: May, \$5.80@5.90; July, \$5.80@5.90; August, \$5.95@6.10; September, \$6.11@6.14; October, \$6.14@6.15; November, \$5.75@5.77; December, \$5.60@5.65.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, May 21.—Hogs strong; bulk of sales, \$7.20@7.40; light weights, \$6.85@7.35; mixed and butchers' weights, \$7@7.50; heavies, \$7.05@7.52½; rough heavies, \$7.05@7.25; Yorkers, \$7.25@7.30; pigs, \$5.80@6.80. Cattle slow; heaves, \$5.10@7.25; cows and heifers, \$2.50@6.40; Texas steers, \$4.75@6.35; stockers and feeders, \$3.60@5.60; Westerns, \$4.75@6.00. Sheep steady; natives, \$3.90@6.25; Westerns, \$4.00@6.30; yearlings, \$6.10@7.25; lambs, \$6.00@8.25; Western lambs, \$6.00@9.00.

Kansas City, May 21.—Hog market slow at \$6.25@7.35.

St. Louis, May 21.—Hogs firmer at \$4.75@7.45.

East Buffalo, May 21.—Hogs firmer at \$7.45@7.85; pigs, \$7.15@7.20.

Louisville, May 21.—Hogs easier at \$6.75@7.15.

Cleveland, May 21.—Hogs firmer at \$6.25@7.35.

Indianapolis, May 21.—Hogs higher at \$7.15@7.60.

Omaha, May 21.—Hogs strong, \$6.85@7.25.

Peoria, May 21.—Hog market steady to strong; light, \$6.70@7.20; mixed, \$6.85@7.55;

heavy, \$6.95@7.40. Cattle market slow but steady; receipts fair.

East Liberty, May 21.—Cattle steady and unchanged. Hogs active, heavy, \$7.65@7.70; medium, 7.55@7.60; heavy Yorkers, \$7.50@7.55; pigs, \$6.80@7.00; sheep, strong, \$4.00@6.20; lambs, \$4.50@8.00; spring lambs, \$6.00@9.00.

OLEO AND NEUTRAL LARD.

(Special Report to The National Provisioner.)

Oleo business this week with Europe has been quiet, but the cattle situation does not improve, and shows no symptoms of doing so; in fact, the outlook is that during the entire spring and summer cattle will be arriving in small quantities and of poor quality, so there will be no abundant oleo production, and add to this the fact that the stocks here are light, and it is natural that every packer looks for high prices for oleo oil for a long time to come.

Business in neutral lard has been very active this week. Europe seems to be willing to come in for liberal quantities at present prices, and a very good business has been done in butter oils.

SOAPMAKERS' CHEMICALS AND SUPPLIES.

(Special Report to The National Provisioner.)

Seventy-four per cent. caustic soda, \$1.85 basis 60 per cent.; 76 per cent. caustic soda, \$1.90 to 2c. basis 60 per cent.; 60 per cent. caustic soda, 2c. per lb.; 98 per cent. powdered caustic soda in barrels, 3c. per lb.; 58 per cent. soda ash, 90c. to \$1 basis 48 per cent.; 48 per cent. carbonate soda ash, \$1.10 per 100 lbs.; borax at 5½c. per lb.; tale, 1½@1½c. per lb.; silic, \$15@20 per ton of 2,000 lbs.; marble flour, \$9@10 per ton of 2,000 lbs.; silicate soda, 80c. per 100 lbs., no charge for barrels; chloride of lime in casks \$1.50, drums \$1.40, and barrels \$2 per 100 lbs.; carbonate of potash, 4½@4¾c. per lb.; electrolytic caustic potash, 88@92 per cent., at 5½@6c. per lb.; prime red palm oil in casks, 15-1800 lbs. each, 5½c. per lb.; genuine Lagos palm oil in casks 15-1800 lbs. each, 5½c. per lb.; clarified palm oil in barrels 4-500 lbs. each, 6½c. per lb.; palm kernel oil, 6½c. per lb.; green olive oil, \$1.20 per gal.; yellow olive oil, \$1.40@1.50 per gal.; green olive oil foots, 7¼@8c. per lb.; Ceylon coconut oil, 6¼@7c. per lb.; Cochin coconut oil, 7@7¼c. per lb.; cottonseed oil, 5½c. per lb.; corn oil, 5.10@5¼c. per lb.; prime city tallow in hhds., 5½c. per lb.; special tallow in tierces, 6¼@6½c. per lb.; choice tallow in tierces, 6½c. per lb.; oleo stearine, 12@12½c. per lb.; house grease, 5@5½c. per lb.; brown grease, 5@5½c. per lb.; yellow packers' grease, 5½@5¾c. per lb.

GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from C. D. Forsyth & Co.)

Chicago, May 19.—We quote you to-day's market on green and S. P. meats as follows, loose f. o. b. Chicago. Subject to market changes:

Green hams, 10@12 lbs. avg., 11½@11¾c.; 12@14 lbs. avg., 11½@11¾c.; 14@16 lbs. avg., 11½@11¾c.; 18@20 lbs. avg., 12¼c.

Skinned hams, 16@18 lbs. avg., 12¾c.; 18@20 lbs. avg., 13c.; 22@24 lbs. avg., 13c.

Picnics, 5@6 lbs. avg., 7¾c.; 6@8 lbs. avg., 7¾c.; 8@10 lbs. avg., 7¾c.; 10@12 lbs. avg., 7¾c.

Clear bellies, 6@8 lbs. avg., 12¼@13c.; 8@10 lbs. avg., 12½@13c.; 10@12 lbs. avg., 11¼@12c.

Sweet pickled hams, 10@12 lbs. avg., 10½@10¾c.; 12@14 lbs. avg., 10½@10¾c.; 14@16 lbs. avg., 10½@11c.; 18@20 lbs. avg., 11½@12c.

Skinned hams, 16@18 lbs. avg., 11¾c.; 18@20 lbs. avg., 12½@12¾c.; 22@24 lbs. avg., 11¾c.

Picnics, 5@6 lbs. avg., 7¾@7¾c.; 6@8 lbs. avg., 7¾@7¾c.; 8@10 lbs. avg., 7¾c.; 10@12 lbs. avg., 7¾c.

Clear bellies, 6@8 lbs. avg., 12½c.; 8@10 lbs. avg., 12c.; 10@12 lbs. avg., 11¾c.

RECEIPTS AT CENTRES

SATURDAY, MAY 15, 1909.

	Cattle.	Hogs.	Sheep.
Chicago	119	10,304	2,000
Kansas City	500	4,066	2,000
Omaha	3,800	5,200	100
St. Louis	200	3,000	.....
St. Joseph	100	2,700	.....
Sioux City	100	2,800	.....
Fort Worth	400	800	.....
Cincinnati	115	1,043	42
E. Buffalo	50	2,400	3,000
Pittsburg	250	6,900	1,000
Indianapolis	.....	4,000	.....
Peoria	.....	500	.....
Milwaukee	.....	2,560	.....
New York	1,526	2,152	6,903

MONDAY, MAY 17, 1909.

Chicago	23,011	43,244	13,908
Kansas City	18,000	12,000	13,000
Omaha	5,434	5,500	2,600
St. Louis	3,241	6,878	3,183
St. Joseph	1,800	5,500	2,000
Sioux City	1,300	2,200	.....
Fort Worth	6,000	2,800	.....
Cincinnati	1,884	3,689	933
E. Buffalo	3,600	9,600	19,000
Pittsburg	1,900	8,100	9,000
Indianapolis	3,000	2,000	.....
Peoria	.....	902	.....
Milwaukee	.....	800	.....
New York	3,806	11,876	10,681

TUESDAY, MAY 18, 1909.

Chicago	1,468	12,971	12,330
Kansas City	12,000	21,824	13,500
Omaha	5,400	10,400	2,200
St. Louis	3,618	13,200	3,374
St. Joseph	2,000	9,300	2,000
Sioux City	1,100	3,200	.....
Fort Worth	5,000	1,300	.....
Cincinnati	156	1,125	.....
E. Buffalo	1,200	3,020	4,600
Pittsburg	100	1,000	1,800
New York	542	1,804	1,150

WEDNESDAY, MAY 19, 1909.

Chicago	18,000	27,000	17,000
Kansas City	5,700	18,000	9,000
Omaha	5,400	10,000	2,000
St. Louis	4,000	15,331	2,500
St. Joseph	1,500	6,000	1,500
Sioux City	1,200	5,000	.....
Fort Worth	4,200	4,300	300
Cincinnati	924	3,689	800
E. Buffalo	1,500	5,000	.....
Pittsburg	4,800	700	.....
Indianapolis	6,000	.....	.....
Peoria	2,300	.....	.....
Milwaukee	4,635	.....	.....
New York	2,756	5,829	12,703

THURSDAY, MAY 20, 1909.

Chicago	4,000	15,000	12,000
Kansas City	5,000	14,000	6,000
Omaha	2,900	7,300	3,500
St. Louis	700	5,500	1,000
St. Joseph	1,800	7,000	1,800
Sioux City	300	3,500	.....
Fort Worth	1,500	1,600	600
St. Paul	800	2,200	300
Cincinnati	505	2,984	275
E. Buffalo	1,300	3,800	.....
Pittsburg	4,200	.....	.....
Indianapolis	5,000	.....	.....
Peoria	900	.....	.....
Milwaukee	2,928	.....	.....
New York	1,072	1,210	5,514

FRIDAY, MAY 21, 1909.

Chicago	1,000	12,000	5,000
Kansas City	500	7,000	4,000
Omaha	800	5,000	1,300
St. Louis	500	6,000	600
St. Joseph	500	2,500	500
Sioux City	400	5,500	200
Fort Worth	1,200	2,100	400
St. Paul	200	1,100	200
Indianapolis	.....	7,000	.....
Pittsburgh	1,000	4,200	.....

LIVE STOCK MARKETS

KANSAS CITY

(Special Wire to The National Provisioner.)

Kansas City Stock Yards, May 17, 1909.

With a supply of 15,000 cattle and 1,000 calves here yesterday, buyers were disposed to exhibit bearish tendencies, but they were unable to put them in force as a general thing, on account of the very good demand all around. Some steers sold 10c. lower, but medium and light weight steers and she stuff sold about steady. The supply today is 9,000 head, market steady; top steers, \$6.85; fed Colorado steers, \$6.75; bulk of steers, \$5.85@6.65. Feeders are less inclined to rush cattle to market in half-finished condition than they were before the market began to show the firmness that has ruled for the past three or four weeks. The more confident feeling also leads to a good demand for fleshy feeders, but country buyers find competition on half fat stuff keen from packers in their attempts to cheapen up expensive droves of heavy steers. Bulk of the cows are now selling at \$4.00@5.50, and heavy steers range from \$4.50@6.50 this week; one lot of Oklahoma heifers yesterday at \$6.40; bulls, \$3.50@5.25, calves quarter lower to-day; best veals, \$7.00. Offerings of stock and feeding cattle are limited; market not much changed; choice feeders up to \$5.95; bulk of feeders, \$5.25@5.50; stockers at \$4.00@5.35.

The hog market was lower yesterday and is off 5@10c. to-day; top \$7.35; weights from 200 to 250 lbs at \$6.90@7.30; light hogs, \$6.70@7.10; pigs, \$5.25@6.60. Run here is 22,000 head to-day, and there was a big supply at Chicago yesterday, on account of rains in that territory which kept owners out of corn fields. Lighter supplies later in the week will quickly repair the break of yesterday and to-day. Trade in pork product of all kinds is unprecedented for this season of the year. Stocks of provisions are being rapidly depleted at a time when they should accumulate, and conditions apparently justify predictions of strong hog markets.

There was a decline of 50c. in Eastern lamb markets yesterday, and local sales have reflected it to a certain extent, especially on everything below the most desirable. Spring lambs are worth \$7.00@8.50; choice woolled lambs, \$8.50@9.00; clipped lambs, \$7.00@8.25; best yearlings, \$7.75; wethers, \$6.50; ewes, \$6.00. Goats are coming freely; fat goats to killers at \$4.00@4.50; thin goats for the country at \$3.00@3.75.

Purchases by local killers last week were as follows:

	Cattle.	Hogs.	Sheep.
Armour	5,016	16,862	5,005
Fowler	1,955	.....	3,325
S. & S.	4,811	11,677	6,012
Swift	4,563	14,017	6,032
Cudahy	3,286	8,414	3,266
Morris & Co.	4,341	11,350	3,666
Am. D. B. & P. Co.	450	9	.....
Butchers	264	266	49
Total	24,686	62,595	27,355

OMAHA

(Special Letter to the National Provisioner.)

U. S. Yards, So. Omaha, May 18, 1909.

With some decrease in cattle receipts last week and no let up in the demand from any quarter, the market firmed up considerably all along the line. Prices for both beef steers and cow stuff showed about 25c. advance for the week making a rise of fully half a dollar since the first of the month. The inquiry from Eastern shippers has been very good right along and the undertone to the trade has been strong throughout, particularly for the fat light and handy weight beefs. The range is wide, quotably from \$5 to \$7 and the bulk of the fair to good 1,100 to 1,400-pound cattle sell around \$6@6.60. Light steers and heifers are selling at the highest prices of the season, \$5.75@6.50. Fair to good butcher and beef stock goes at \$4.50@5.50 and canners at \$2@4. Veal calves, bulls, stags, etc., are also selling considerably

higher than a week ago and there is a bullish tone to the market for anything at all useful in the way of killing stock. Business in stockers and feeders has been rather dull of late but is picking up again this week, the demand being greater than the supply. Prices range from \$3 to \$5.50, with the bulk of the trading at a range of \$4.25@5.

Hog supplies have not been very heavy lately and there was a 15c. advance in prices last week, the market striking the high point of the season. Heavy loads command the top figures and light stuff still sells at the bottom, the range of prices widening out quite a little. So far this week there has been some little decline, but the movement is still free and the demand good from all sources. With about 10,400 hogs here to-day prices were a nickel lower. Tops brought \$7.25 as against \$7.25 last Tuesday and the bulk of the trading was at \$6.90@7.15, as against \$6.85@7.10 a week ago.

Sheep values have receded a few points, but this has been more in the nature of a natural reaction than in the way of a permanent decline. Supplies are light and the general demand still broad, while everything offered finds a ready sale at good figures. Quotations are as follows on clipped sheep and lambs: Good to choice lambs, \$7.70@8.20; fair to good lambs, \$7@7.70; good to choice light yearlings, \$6.25@6.75; good to choice heavy yearlings, \$5.75@6.25; good to choice wethers, \$5.90@6.40; fair to good wethers, \$5.50@5.90; good to choice ewes, \$5.75@6.25; fair to good ewes, \$5.25@5.75; culls and bucks, \$2@5. Quotations on woolled lambs: Good to choice lambs, \$8.60@9.10; fair to good lambs, \$8.00@8.60.

ST. JOSEPH

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., May 17, 1909.

The cattle situation seems to be more favorable to high prices than it has been at any previous time this spring. The way buyers take hold of arrivals appears to indicate that they have a better outlet for cattle product, and they are good bidders for everything attractive that arrives. There has been some increase in the proportion of fat steers coming and the only effects noticeable on the demand is the tendency to favor the lighter weights. Prices are all higher than a week ago and there is an apparently good outlet for larger receipts without injuring prices. Choice weighty steers sold up to \$6.90 to-day and bulk of the fat beefs at \$6.25@6.75, with ordinary light and handy weight beefs at \$5.75@6.25. Bulk of fat cows and heifers are selling at \$4.50@5.50 and demand is good. Calves are selling very strong and there is some inquiry for stock cattle of all weights, but very few coming.

The hog market seems to be safely anchored at above the 7c. limit, although there is still some thought of an early increase in supplies and lower turn in the market. However, the demand appears to be equal to everything coming and it is not likely that prices will break severely within the next few weeks. It has been noted during the past couple of weeks that every break is followed by reaction that carries prices to a new high level. Tops sold here to-day at \$6.37½ and bulk at \$7@7.30.

The market for live mutton has been ruling historically high but has shown a breaking tendency within the past few days. Lambs have not broken severely and are still quotable at 9c. for prime stock in the fleece, but sheep are fully 50@65c. lower than high time last week and it is now about time to change over from fed to grass stock, which will, of course, necessitate the establishment of a new standard of quotations.

WANT ARGENTINE BAN RAISED.

The Liverpool Chamber of Commerce is bobbing up as a new combatant among the

English allies who are fighting American packers and their products. It is reported that they are bringing pressure to bear on the Board of Agriculture to force that body to remove immediately the embargo on live cattle from the Argentine Republic.

This marks but another step in the effort of British interests to discredit and hinder in every way the entrance of American meats and packinghouse products into England. As a defence for their action they put forward the argument that there is a decided shortage of American and Canadian cattle landed at Birkenhead, and further put faith in the allegations of certain envious foreign interests who have stated that the American packers were withholding supplies in order to effect an upward lift in price.

This agitation by the Liverpool Chamber, coming as it does, after the negative report of the British Commission appointed to investigate the alleged combination of American meat packers, will undoubtedly have little weight with the authorities. The commission reported that the superiority of American packinghouse methods and the fine business abilities of the American packers undoubtedly accounted for their success in the British market.

NEW MEAT INSPECTION.

An ordinance providing for municipal inspection of meats, except where there is Federal inspection already, is being considered by the City Council of Salt Lake City. At present there is little inspection of plants there owing to the fact that few of the packing companies do an inter-State business and consequently cannot have Federal inspection. The new ordinance provides for the appointment by the Mayor, with the advice and consent of the City Council, of a sufficient number of veterinary inspectors to adequately inspect the meat and meat food products consumed in the city.

COLD STORAGE LEGISLATION.

Pennsylvania, Utah, Michigan, Illinois, California and Connecticut during the past month have all been in the throes of a cold-storage labeling agitation. The first four States have given the bills, either in their embryonic form or in their completed measure, their quietus. What the other two do remains to be seen. But it's dollars to doughnuts they will give the same fate. In the death of these measures is the lesson not to legislate against anything of which you are totally ignorant. And to the produce men and warehousemen belong the credit of these victories over iniquitous and hurriedly-conceived measures. Compact and universal opposition, with a careful consideration and exposition of the facts, accomplished the results, where spasmodic and individual opposition would have failed. It indicates more strongly than ever the benefits of organization.—Cold Storage and Ice Trade Journal.

SKEWERS

For best prices on Maple and Hickory Skewers write to
HUGH N. CRIDER, BELLEVILLE, PA.

Retail Section

WINDOW DISPLAYS FOR RETAIL BUTCHERS

Suggestions on Selling Goods Through the Shop Window

[EDITOR'S NOTE.—This is the third of a series of articles dealing with butcher shop window dressing which will appear from time to time on this page. It is hoped to deal with the subject plainly and practically, and to illustrate some of the suggestions. Butchers are invited to criticize the suggestions in these articles, or to offer ideas of their own, which will be gladly published.]

With the possible exception of a ham and bacon display, a window full of poultry and game is most commonly to be found. This is probably due to the ease with which birds can be hung on the hooks and spread over the window base. And this, notwithstanding the fact that a poultry display is perhaps the most dangerous venture for a butcher to put in his window. Yet it undoubtedly ranks next to ham and bacon in point of number of shops using it as a feature.

Cautions to Be Observed.

The butcher may stop and marvel at the above statement—that a poultry display is a dangerous proposition—yet it is. This is because of the fact that poultry shows the slightest signs of deterioration, and only the finest quality of stuff will bear the close inspection which a display in the window would subject it to. Further, customers judge birds almost entirely by their appearance, and the slightest outside taint on any bird of the display is enough to condemn the entire lot.

tomers will not be at all impressed with the dying expression on the bird's face. Besides, it is an easy matter to hide the heads, as will be shown later in this article.

A glance at the accompanying sketch shows the whole idea at a glance, but a few words of direction will suffice to make the display easily carried out and adaptable to almost any shop. It must not be construed that these displays are to be carried out to the letter. They are designed principally to suggest to the butcher displays which he knows will appeal to his particular class of trade.

As was done in the case of the ham and bacon display, described in The National Provisioner of May 8, the back hooks in the window are hung with birds—alternate chickens and fowls will suffice with perhaps a brace of ducks hanging in the centre. Naturally the birds should be hung by their feet with the breasts facing outwards toward the street. If seasonable, young turkeys, plump and fat with good peaked breast bones, will look nicely mixed in with the chickens and fowl.

Hide the Heads.

Now comes the suggestion which will probably meet with disapproval by many, yet it has been done, and will surprise the eyes of the butcher who does it. Take the heads of the birds and bend them firmly to the back. Tie the heads to the body by means of green or red baby ribbon, making a neat

stay all right. The ribbon is bound to catch the women's eyes, and granting if it don't, it will improve the neatness of the window a hundredfold. Every chicken with a ribbon tied around it will look like a prize one.

Now for the window base. This portion of the display will permit the greatest leeway for individual discretion. A good display is as shown in the sketch. Flank the sides of the window with a pyramid of canned chicken, boneless turkey, etc., if kept in stock. In the centre of the window place a large platter and select the finest turkey, goose, duck or pair of chickens in the shop to place on it. Have the breast upwards and bend the head under the bird. Garnish well with watercress, parsley and a few cranberries when in season.

Arrange a semicircle of smaller platters around the large one and place in them samples of the finest game or poultry had in stock. Garnish these also. For example, split a pair of broilers and have them in one platter, a pair of squab in another, a duck in another, etc. A boned turkey will make a fine centre platter and will well illustrate the meat-cutting ability of the shop force, but it's a ticklish proposition. The operations necessary for boning a turkey without splitting the bird all to pieces is described in "Thirty Years a Marketman," a book which, by the way, should be in every butcher's hands. If a butcher lacks one he should secure one right away.

The Signs.

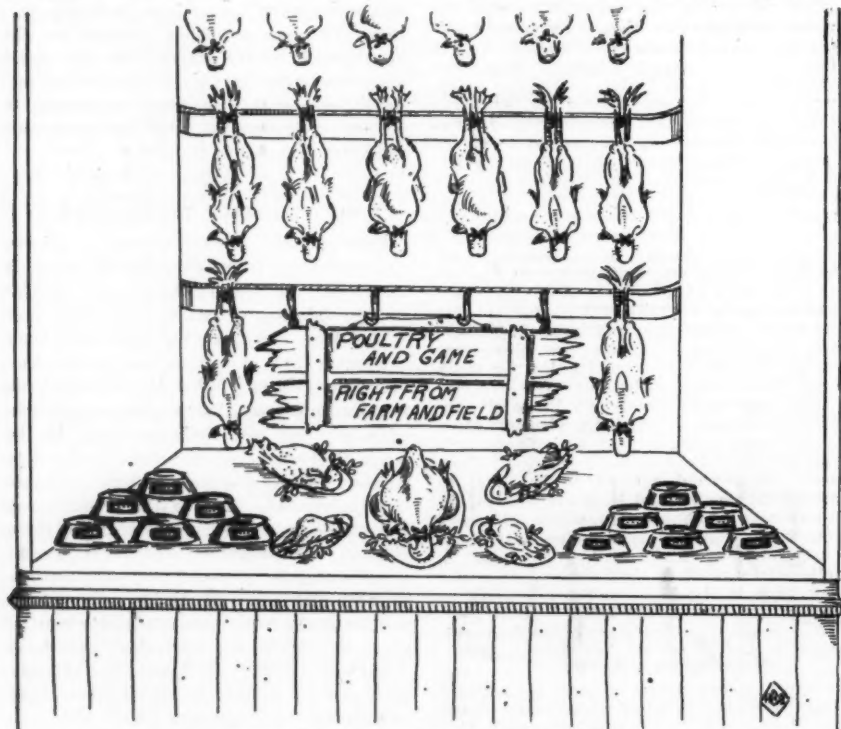
As for signs, the suggestion made in the ham and bacon display article would seem to be most appropriate. That suggestion has seemed to meet with considerable approval, judging from the butcher shops adopting it. It opens up a way for the butcher to get away from the old paste-board signs and at practically no cost. An old box and a little paint are all that is needed.

One more caution. A poultry display should not occupy the window for more than one day. Don't let the customer see the birds away from the cooler too long.

(To be continued.)

POULTRY MUST BE DRESSED.

Pure Food Commissioner Ladd, of North Dakota, has issued instructions to butchers and meat dealers throughout the State that if they keep fish and fowl on sale twenty-four hours before they are dressed they violate the food law of the State and will be prosecuted accordingly. The law has been in force for some time but has not been observed strictly either by the dealers or the authorities.



A SIMPLE POULTRY AND GAME WINDOW DISPLAY.
(Note the heads all bent behind the backs of the birds.)

Therefore, it behooves the butcher, who contemplates dressing his window with poultry and game, to have only the finest birds, selected with due care and precaution.

One more word of caution, which was dwelt upon considerably in the first article of this series—don't have the heads of the birds showing. As stated before, the cus-

tomers will not be at all impressed with the dying expression on the bird's face. Besides, it is an easy matter to hide the heads, as will be shown later in this article. A glance at the accompanying sketch shows the whole idea at a glance, but a few words of direction will suffice to make the display easily carried out and adaptable to almost any shop. It must not be construed that these displays are to be carried out to the letter. They are designed principally to suggest to the butcher displays which he knows will appeal to his particular class of trade.

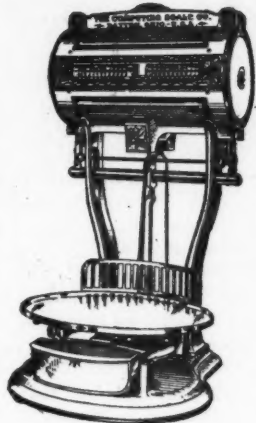
THIRTY YEARS A MARKETMAN

A Practical Book on the Butcher Shop, by a Practical Butcher. Should be in Every Butcher's Hands

Price, \$1.35

THE NATIONAL PROVISIONER
116 Nassau Street New York City

DID YOU GET IT ALL?



The new low platform
DAYTON Scale.

Thousands of Merchants are confronted by the fact that their sales show only **5 or 10 per cent. profit** when the goods are **marked** for a profit of **25 per cent.**

They know that a **bank** can loan money at **4 per cent.** and **pay** handsome **dividends** on the stock, while 90 per cent. of retail merchants cannot make enough profit at 25 per cent. to keep the sheriff from the door.

Using **old style scales** and an up-to-date **cash register** is like "locking the barn door after the horse has escaped."

The finest **cash system** on earth **cannot prevent** the **losses** caused by **slow or inaccurate sales.**

Your **operating expenses** such as light, heat, clerk hire, delivery, etc., run as high as 17 per cent. according to statistics.

Suppose they are only 12½ per cent.; this is **one-half of your profit** on a 25 per cent. basis, leaving only 12½ per cent. as a **net profit.**

Suppose you give a ½ **ounce** overweight on a ½ **pound** package; this represents **6½ per cent. loss** or **half of your net profit.**

Suppose you give a ½ **ounce** overweight on a ¼ **pound** package; this represents **12½ per cent. or all of your net profit.**

You cannot afford losses of this kind. Your only safety is in the use of a system of weighing which will prevent them.

DAYTON MONEYWEIGHT visible weighing scales have proven themselves the only kind and make which will assure 16 ounces to the pound and protect both merchant and customer. Ask for catalogue.

Date.....
Moneyweight Scale Co., 27 State St.,
Chicago.
Next time one of your men is around this way, I would be glad to have your Automatic Scale explained to me.
This does not place me under obligation to purchase.
NAME
STREET and No.
TOWN
BUSINESSSTATE

The
Computing Scale
Company.
MANUFACTURERS
DAYTON, OHIO.

MONEYWEIGHT SCALE CO.

New York Office, 11 E. 14th St.
Boston Office, 163 Congress St.

27 State St., Chicago

BUTCHERS ENJOY FOOD AND WIT.

The Retail Grocers' and Butchers' Association of Dayton, Ohio, held a big meeting, banquet and smoker last week, at which more than a hundred members enjoyed a merry evening.

The principal addresses were by D. Q. Fox, a prominent wholesale grocer of Springfield, and W. H. Cook, secretary of the Ohio Grocers' Association, of Springfield. At the conclusion of their papers a vote of thanks was rendered.

WANT CENTRAL SLAUGHTERHOUSE.

At a joint meeting of the Meat Dealers' Association and the Board of Health of Kalamazoo, Mich., a central slaughterhouse was the subject of discussion. It is understood that the council will be petitioned to make an appropriation for that purpose and if this fails other means will be tried.

LOCAL AND PERSONAL.

Louis Arbogast, a wealthy butcher of St. Paul, was mysteriously murdered at his home last week. He was found with his head crushed and his bed was saturated with oil and set on fire. He died on the way to the hospital without regaining consciousness. According to the police, the mother and daughter, who were in the house at the time, have told conflicting stories. An axe covered with blood was found in the cellar.

Robert Marron, a butcher, of 4243 North Market street, St. Louis, Mo., was severely stabbed while on his way home by a negro man and woman. The negroes tried to hold

him up, and when he objected they stabbed him in the back. The assailants ran away, leaving their knife sticking in Marron's body. He was removed to the city hospital.

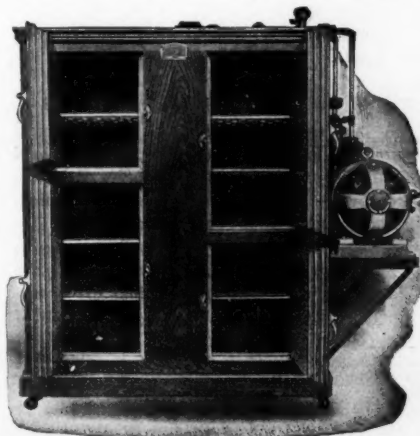
The creditors of John G. Bausser, of Waterbury, Conn., have agreed upon a compromise of twenty cents on the dollar. Bausser was proprietor of a retail and wholesale meat market and went into bankruptcy with \$25,000 liabilities.

Wilson C. Ritter, formerly of Eighth and

Garden streets, has opened a new meat market at Tenth and New streets, Allentown, Pa.

The butcher shop of the late John Kissinger at Lititz, Pa., has been taken charge of by James Dussinger.

The Wilmington, Del., wholesale and retail butchers are making preparations for a carnival and field day to be held at Brandwine Springs Park on August 19. Reading, Pa., and the Baltimore, Md., butchers have been invited to attend.



HERE IT IS

The Clothel Machine

which will cool your box to an even low temperature—lower than ice can—which is clean, quiet and effective, which makes you independent of the ice man and his

ally, Dame Nature. No more famine prices paid for ice if you use a Clothel. No more dirt. We can put in a machine for you now and save you worry and loss all summer and every summer. Let us tell you all about it.

RAILWAY & STATIONARY REFRIGERATING CO.

11 PINE ST. HANOVER BANK B'LD'G NEW YORK CITY

New York Section

D. E. Hartwell, secretary of Swift & Company, has been in town this week.

Manager Glasgow, of the Indianapolis Abattoir Company, is laid up at home with a severe cold.

General Manager Mountain, of the Cincinnati Abattoir Company, started on a Western trip on Saturday.

G. F. Swift, Jr., in charge of the Swift & Company's provision department at Chicago, has been in town this week.

Swift & Company's sales of fresh beef in New York City for the week ending May 15 averaged 9.46 cents per pound.

John Tierney has been advanced from the North Sixth street Armour branch to the company's Gansevoort Market house.

Louis S. Swift, president of Swift & Company, and family, are expected to arrive on the Adriatic after a tour of Europe.

The S. & S. forces are getting ready to welcome Abe Plaut, who comes on from Chicago to manage the beef sales department here.

Manager R. D. Pyle, of Swift & Company's Wayne street market, Jersey City, has returned from a trip to Chicago made last week.

Swift & Company's Barclay street branch is having its coolers enlarged by ripping out the old ice bunkers upstairs and fitting them up as boxes.

James Callahan has been transferred from the Fort Greene, Brooklyn, branch of the Armour Packing Company to the North Sixth street branch.

Jos. F. Fieldmeyer, general auditor for the Indianapolis Abattoir Company, is at Middletown, N. Y., supervising the construction of a new office at the branch house there.

A committee of Wallabout Market men are waiting on the Street Cleaning Commissioner, endeavoring to have the ash dump removed from its present site in Clinton avenue.

Governor Hughes has signed the Boshart bill, which compels the inscription of "Oleomargarine" on all bills of fare of boarding houses, restaurants, saloons and lunch counters using it. See page 71.

The Kings County Refrigerating Company, which supplies nearly all of the Wallabout Market with refrigeration, has started excavations for its new cold storage plant at 20 to 40 Hall street. It is expected that it will be completed by September 15.

Jacob Block, one of the directors and the prime mover in the new Retail Butchers' Fat

Rendering Company, has stated that over 60 per cent. of the \$50,000 capital stock of the company has been subscribed for, mostly by retailers from Manhattan, Brooklyn and the Bronx.

The North Sixth street, Brooklyn, branch of the New York Veal and Mutton Company have made an addition to their plant on North Seventh street. A feature of the addition is a refrigerating plant. Manager Joe Adler states that the new cooler will hold 2,500 head of small stock.

The annual picnic of the Cattle Butchers' Local Union, No. 7, of New York and vicinity, affiliated with the B. B. W., will be held at Rock Cellar Park, North Bergen, N. J., on Saturday, July 11. The arrangement committee, composed of G. Doughty, J. Reagan and J. Fraylor, are planning a big time for the organization and their friends.

The Wallabout Millionaires, composed of Wallabout Market men, held their fifth annual picnic at Ridgewood Grove on Saturday evening last. A big time was had, with nearly 1,000 people in attendance. Those responsible for the success of the affair were John W. Clark, president; John Murray, vice-president; Benidick McGuire, financial secretary; George Sullivan, recording secretary; Dennis Malone, treasurer; James Molloy, sergeant-at-arms. Robert Gamble was floor manager. He was assisted by John Connolly.

NEW CONCERN BUSY.

John P. Fetterly and L. H. Lang, who compose the Lang Packing Company, with establishments at Twelfth avenue and 130th street, and Tenth avenue and Fifty-second street, have surprised even themselves by the volume of business the young firm has been doing since its beginning a few months ago. Both men are well known and very popular with the trade.

FAT RENDERERS ELECT OFFICERS.

A meeting of the directors of the Retail Butchers' Fat Rendering Company was held on Monday of this week in the office of Cohen, Creevey & Richter, Corn Exchange Bank Building, 15 William street, New York. The directors elected the following officers: President, Edward F. O'Neill; vice-president, Jacob Bloch; treasurer, George H. Shaffer; secretary, Charles Young. The plant and offices of the company are located at 652-658 West Thirty-ninth street.

NEW YORK MEAT SEIZURES.

The Department of Health of the City of New York reports the number of pounds of meat, poultry, game and fish seized and destroyed in the city of New York during the week ending May 15, 1909, as follows: Meat—Manhattan, 29,989 lbs.; Brooklyn, 11,595 lbs. Fish—Manhattan, 8,975 lbs.; Brooklyn, 2,073 lbs.; Bronx, 100 lbs. Poultry and Game—Manhattan, 2,408 lbs.; Brooklyn, 1,438 lbs.; Bronx, 210 lbs.

N. Y. BUTCHERS' CALFSKIN MEETING.

The New York Butchers' Calfskin Association held their annual stockholders' meeting at the Terrace Garden Assembly Rooms, 58th street, between Third and Lexington avenues, on Thursday evening. The meeting was well attended, and everyone seemed more than satisfied with the report of the management. The solidity of this association is so well known that, notwithstanding surrounding adverse market and financial conditions, an excellent showing is always forthcoming. Such was the case on Thursday night. The report not only well illustrates the fact that the New York butchers skins rank well up in quality, but it is a tribute to the careful management of the officers of the association and Fred Dietz, who handles the business and the office force at the plant.

The financial report in brief stated that a 10-cent premium was paid by the association on all No. 1 skins and a 6 per cent. dividend declared to stockholders. The following directors were elected: Geo. Thompson, H. Heinemann, H. Schlosser, L. Oppenheimer, E. F. O'Neill, Geo. H. Shaffer and Frank Ritter.

INVENTS POULTRY PLUCKING MACHINE

An East Orange, N. J., inventor claims to have perfected a poultry plucking device and is reputed as about to put the machine on the market. The method used by the inventor, Theodore S. Griggs, is as follows:

The fowl to be plucked is placed on an endless traveling belt and carried through a series of fingers, which are so arranged that they go over the entire bird, plucking it clean of feathers. The danger of tearing the skin is avoided by the simple expedient of having the fingers clutch only a few feathers at a time. The size of the bird is no factor whatever. It will stay in the machine until plucked, whether large or small. A pneumatic tube carries away the feathers as fast as they are removed.

It is claimed that the machine effects a saving in expenses of some 20 per cent.

NEW YORK TRADE RECORD BUTCHER, FISH AND OYSTER FIXTURES.

MANHATTAN MORTGAGES.

Barras, S., 526 E. 11th; J. Levy.
Barth, H., 26 E. 114th; H. Brand.
Bingham, G. F., 1451 Amsterdam ave.; H. Brand.
Billowitz, M., 3 E. 117th; F. Lesser.
Becker, A., 2309 2d ave.; H. Brand.
Becker, A., 114 2d ave.; United D. B. Co.
Barcia, C., 167 Mott; Levy & A.
Freireich, B., 303-5 E. 99th; Manhattan R. E. & I. Co.
Fasullo, N., 311 E. 76th; H. Brand.
Friedman, M., 2199 3d ave.; H. Brand.
Friedman, A., and B. Hochberg, 24 E. 11th; Darling & Co.
Feldman, I., 13-15 Mangin; H. Brand.
Fleischmann, J., 422 Brook ave.; H. Brand.
Friereich, B., 305 E. 99th; H. Brand.

